

# Candy Manufacturer

Vol. II

MAY, 1922

No. 4





# DELFT

## The World's Best Food Gelatine

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HAROLD A. SINCLAIR, 160 Broadway, NEW YORK

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### A Welcome at Booth No. 93

My compliments to the members of the N. C. A. and best wishes for 1922.

A word of appreciation is due to the many large and progressive confectionery concerns for their kindness in investigating the high qualities of DELFT and testing in their plants.

The patience, carefulness and broad-mindedness of these plant executives is commended.

The fact that nearly all the plants where exhaustive tests were completed resulted in adopting DELFT is a source of gratification, for all claims are made only after careful comparison and proper investigation.

We know what DELFT can do for you. It is with a sense of pride that we continue to furnish a gelatine which eliminates all worries. The repeat orders and letters of commendation and expressions of satisfaction are gratifying.

Our Service Department may help to settle your problems. Try it.

We call your attention to our high class representatives and the fact that we carry stocks conveniently located for your wants.

Member  
N. C. A.









"Read wherever good candy is made"

# The Candy Manufacturer

Trade Mark Registered 1921, Earl R. Allured

A Technical and Commercial Magazine for Manufacturing Confectioners Exclusively  
Published by THE CANDY MANUFACTURER PUBLISHING CO., Stock Exchange Bldg., Chicago

Vol. II—No. 4

MAY, 1922

SUBSCRIPTION,  
\$3.00 THE YEAR

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Edited exclusively by the Subscribers  
of The Candy Manufacturer

### Pass The Candy Manufacturer around

After reading forward to:

Superintendent

Checker

Purchasing Dept.

Sales Manager

Return to

A subscription blank is printed on page 98 of this issue—but we prefer your letterhead

The Stevenson Corporation  
Industrial Engineers

19 West 44th Street

NEW YORK



SPECIALIZING IN

Cost Systems, Wage Incentives,  
Production Control,  
Sales and Merchandising Methods  
for the  
Confectionery Industry

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## The Candy Manufacturer's Approved Advertising of Confectioners' Machinery and Supplies

### and Miscellaneous Advertising Directed to Manufacturing Confectioners'

**POLICY:** THE CANDY MANUFACTURER is essentially a manufacturers' publication and therefore is a logical advertising medium only for confectioners' supplies and equipment. The advertising pages of THE CANDY MANUFACTURER are open only for messages regarding reputable products or propositions of which the manufacturers of confectionery and chocolate are logical buyers.

This policy **EXCLUDES** advertising directed to the distributors of confectionery, the soda fountain and ice cream trade. The advertisements in THE CANDY MANUFACTURER are presented herewith with our recommendation. The machinery equipment and supplies advertised in this magazine, to the best of our knowledge, possess merit worthy of your careful consideration.

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Members : National Confectioners' Association, Midland Club, Chicago Association of Commerce.  
Applicant for Membership in Audit Bureau of Circulation.

# The Candy Manufacturer

Registered, U. S. Patent Office

"READ WHEREVER GOOD CANDY IS MADE"

*A Specialized Technical and Commercial Magazine for Confectionery  
Superintendents, Purchasing Agents and Executives*

PUBLISHED MONTHLY BY

THE CANDY MANUFACTURER PUB. CO., Inc., Stock Exchange Building, CHICAGO

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Field Representative  
FRANK SOBEY

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Vol. II

MAY, 1922

No. 4

## PURPOSE

The purpose of THE CANDY MANUFACTURER is to provide a medium of constructive service and communication between manufacturing confectioners exclusively, a high-class specialized business magazine devoted to the problems and interests incident to the manufacture of confections and the management of a candy factory.

## POLICY

THE CANDY MANUFACTURER, being a highly specialized publication, is edited in the interest of the executive, the purchasing agent, the chemist and the superintendent exclusively, and provides a medium for the free and frank discussion of manufacturing policies and problems, methods and materials.

The same corresponding policy applies to the advertising pages which are available only for a message directed to manufacturing confectioners and relative to a reputable product or service applicable to a candy factory.

### The Candy Manufacturer believes in

1. A Candy School.
2. A Uniform Method of Standardized Cost.
3. Maximum Labor and Machine Efficiency for an Equitable Wage.
4. The endorsement and adoption of The National Standard Catalogue Size, Invoice Form and Coal Contract.
5. A National Council of Confectionery Superintendents representing local and territorial organizations.

**DO NOT CONFUSE** The Candy Manufacturer with other publications with similar names published in Chicago. Be sure of our street address, please: 30 North La Salle Street, Stock Exchange Bldg.



# THE

## Dipping Paper

is manufactured by

### Kupfer Bros. Co.

Mills at North Bridge, Mass.

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#### Send for Samples

Plain, embossed or with eyelets

From

112 Wooster Street

NEW YORK CITY

or

145 West Austin Avenue

CHICAGO

# LAST CALL

FOR THE

## National Confectionery and Associated Industries EXPOSITION

at the Coliseum, Chicago, May 22-27

---

The opening of the big show is close at hand.

By all odds the biggest event that has ever occurred in the Candy Industry.

All the National Associations of the trade hold their conventions the same week, viz.:

**National Confectioners' Association, May 24-26**

**Associated Retail Confectioners of the United States, May 22-24**

**National Jobbing Confectioners' Association, same week**

A Grand Reunion of the American Candy Trade.

Every prospect brought right to the door of the Machinery and Supply man who has an exhibit at the Exposition at the Coliseum.

A year's business in a week.

---

*Wire for space at once to*

**EXPOSITIONS COMPANY OF AMERICA**

**1362 CONGRESS HOTEL**

**Telephone, Harrison 0205**

**CHICAGO, ILLINOIS**

# National Confectionery and Associated Industries Exposition

The Big Show at the Coliseum, Chicago, May 22-27

Exhibit space has been taken by the following:

Acme Steel Goods Co.	Fortune Products Co.	E. & A. Opler, Inc.
Aluminum Co. of America	Franben, Oliston Co.	Henry H. Ottens Mfg. Co.
American Coconut Butter Co.	Franklin Sugar Refining Co.	Panay Horizontal Show Jar Co.
American Oven & Machine Co.	Fries & Fries Co.	Paramount Machinery Co.
American Plastic Products Co.	Gallanis Brothers	F. F. Pease Co.
American Sugar Refining Co.	General Electric Co.	Read Machinery Co.
The Aridor Company	Gerrard Wire Tying Machine Co.	Runkel Brothers, Inc.
Atlantic Gelatine Co.	J. W. Graf & Co.	F. J. Schleicher Paper Box Co.
Franklin Baker Co.	Grand Rapids Label Co.	S. E. Schonwasser Company
Jos. Baker Sons & Perkins Co.	Haug & Company, Inc.	H. Schultz & Company
Bear-Stewart Company	Hobart Mfg. Co.	Senneff-Herr Company
Bendix Paper Company	Hudson Mfg. Co.	Sethness Company
Blanke-Baer Extract & Preserving Co.	Ideal Cocoa & Chocolate Co.	Harold A. Sinclair
Emil J. Brach	Improved Appliance Co.	Smith Scale Company
Bucyrus Copper Kettle Wks. Co.	International Confectioner	Snows Candy Corporation
B. H. Bunn & Company	W. K. Jahn Company	Soda Fountain
Bunte Brothers	Johnston Tin Foil & Metal Co.	Stadler Photographing Co.
California Fruit Growers' Exchange	Kaltenbach & Stephens, Inc.	Wm. J. Stange Co.
Candy Craft Shops, Inc.	Kay-White Products, Inc.	Swift & Company
Candy & Ice Cream	Kearns-Gorsuch Bottle Co.	Sykes & Thompson Co.
Candy Jobber	H. Kohnstamm & Company	Stein-Hall Mfg. Co.
Clarke's Candies	Lehmaier Schwartz & Co.	The Candy Manufacturer Publishing Co.
A. M. Collins Mfg. Co.	Listerated Gum Corp.	Tin Decorating Co.
Clinton Corn Syrup Refining Co.	Menasha Wooden Ware Co.	United Chem. & Organic Products
Confectioners' Journal	Merrell-Soule Sales Corp.	United States Gelatine Company
Confectioners' Mercantile Agency	Metal Package Corporation	Vacuum Candy Machinery Co.
The Conley Foil Co.	Milwaukee Paper Box Co.	Voorhees Rubber Mfg. Co.
Container Club	Milwaukee Printing Co.	Vortex Mfg. Co.
Cordley & Hayes	A. E. Myers & Co.	L. Weiscopf
Downey-Turnquist & Co.	National Aniline & Chem. Co.	John Werner & Sons, Inc.
T. M. Duche & Sons	National Art Company	White-Stokes Company
Thomas W. Dunn Co.	National Bundle Tyer Co.	H. O. Wilbur & Son
Eline's, Inc.	National Licorice Co.	Williamson Candy Co.
Essex Gelatine Co.	National Seal Company	Margaret S. Wilson
	Northwestern Confectioner	
	Nucoa Butter Co.	

No Manufacturer or Supply Dealer can afford to stay out.

Every space will be taken before the show opens. If you are not yet in,

*Wire at once to*

## EXPOSITIONS COMPANY OF AMERICA

ILINOIS

362 CONGRESS HOTEL

Telephone, Harrison 0205

CHICAGO, ILLINOIS

# Vanilla Flavoring Better than the Bean

**T**HERE is no test of Vanilla flavoring quality, economy or satisfaction that is not best and most dependably met by Ozone-Vanillin.

An ounce of Ozone-Vanillin has the flavoring energy of about 2½ pounds of superior Vanilla beans and by proper manipulation is soluble in 10% alcohol. The immense saving herein attained is truly representative of the efficiency principles without which no manufacturing organization is really complete.

Ozone-Vanillin is absolutely pure, derived solely from selected vegetable sources by an exclusive process which eliminates every trace of superfluous matter and derives an aromatic

body identical with the Vanillin which would result from perfect purification of the chief flavoring principle of best Vanilla beans.

Ozone-Vanillin is utterly uniform in character and results. Herein lies a significant advantage over Vanilla beans, which by their nature are bound to vary in size, quality and flavoring value.

Thus Ozone-Vanillin is highly favored by those progressive manufacturers who realize that there can be no standardization of the finished product or of ultimate profit unless the flavoring base be standard in all the essentials of quality, economy and satisfaction.

## UNGERER & COMPANY

124 West 19th Street

Philadelphia, Pa., 514 Arch St.

Chicago, Ill., 326 W. Madison St.

NEW YORK CITY

San Francisco, Calif., 116 N. Montgomery St.

New Orleans, La., 305 Baronne St.

Paris, France, 11 Rue Vezelay

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# OZONE-VANILLIN

PURER, SURER THAN THE BEAN

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# Send for this literature—

It gives practical recipes which have been tested and proven by successful confectioners.

It will help you make the best candy,—

So will

**KOKOREKA**

For Chocolate Coatings and Caramels

**PLASTIKO**

For Fillings

**PARASUB**

For Easter and Penny Goods



Our practical demonstrators "Armitage" and "Hickey" are in the field constantly, working with the superintendents and practical men of the candy factories. This is part of our service. Can we be of service to you?

Write for free samples and booklet—"Science in Confectionery;" also for our new special literature "Uses and Abuses of Chocolate Coating," "How to Salt Peanuts" and "Popping Corn with Ko-Nut."

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NEW YORK CITY

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In All Grades of

Cocoa Beans, Cocoa Butter  
and Cocoa Products



# Candy Flavors



SINCE there appears to be a growing disposition among all Manufacturers of Food Products, and especially Manufacturing Confectioners, to discontinue the use of the old-time Ethereal Flavors, it has been suggested to us that there might be a good demand for Flavors of the "MODERN TYPE," based upon the extractive matter of sound, ripe fruit, which are especially adapted for **HARD CANDIES** and will impart a satisfactory Flavor of **True Fruit Quality** to the finished product.

Our studies in this field, in the production of highly concentrated fruit extractions, fit us particularly for this kind of work, and after extensive experiments in our Laboratories we are now in a position to offer the following **Flavor Group**:

## Hard Candy Flavors

APPLE	HONEY
BANANA	LOGANBERRY
BLACKBERRY	PEACH
CHERRY (with Pit Flavor)	PEAR
CHERRY (without Pit Flavor)	PINEAPPLE
CHERRY, Wild	RASPBERRY
CURRANT, Black	ROSE
CURRANT, Red	STRAWBERRY
GOOSEBERRY	STRAWBERRY, Preserved
GRAPE	VIOLET

All of these Flavors are of the highest concentration, have the delicious aroma of the fruit itself, and have been manufactured with a special view to permanence and to **withstand considerable heat**. In addition to the large amount of natural extractive matter from the fruits present, the Flavors contain sufficient Ethers, Esters, Vegetable Tinctures, etc., to provide the necessary strength and

impart the special characteristics necessary and claimed for this group.

One ounce only is required for 100 pounds of candy for pan work, hard candies, fruit drops, lolly pops, and also chewing gum, in fact, in all goods where the Flavor is introduced at comparatively **high temperature**.

For all other kinds of confectionery, particularly cream work, the following groups have been successfully employed:

## TRUE FRUIT AROMA ESSENCES

Extra Concentrated

which represent nothing but the extractive matter of **sound, ripe fruit**; and our

## FRITZBRO-AROMES

which are the **Ideal Flavors of Highest Concentration**, based on Fruit Extractions and fortified with other harmless ingredients to accentuate the **special characteristics** of the respective fruit.

With these three lines, you can solve **any problem** of flavoring candies, of whatever kind they may be.

Samples and further details will be cheerfully furnished upon application.

---

## FRITZSCHE BROTHERS, Inc.

CHICAGO BRANCH:  
33-35 West Kinzie Street

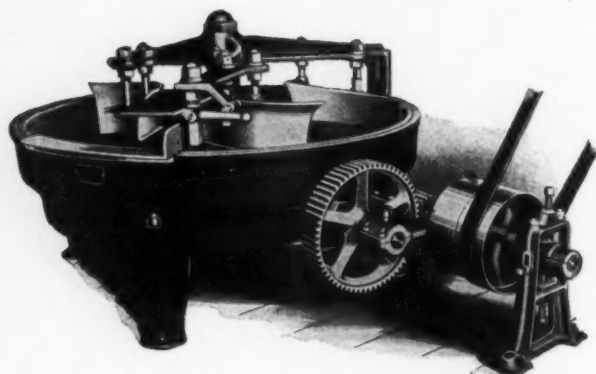
82-84 Beekman Street,  
NEW YORK

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# **"You can't beat 'em"**

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## **The Ball and Dayton Cream Beaters and Coolers**



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### **The Dayton Beater and Cooler**

References, detailed description and prices  
on request.

Fully protected by patents.

Beware of imitators and infringements.

---

President Harris says: *"We cannot avoid competition, as it is inevitable at all times, but we can prepare ourselves to meet it, and the equipment for such preparation will not be the apparently easier method of cutting prices, but by attaining more efficiency in each department."*

The Ball and Dayton Beaters are proven time-and-money-savers while producing just the kind of work which the finest quality goods demand.  
**The Answer: Lower costs and more profits.**

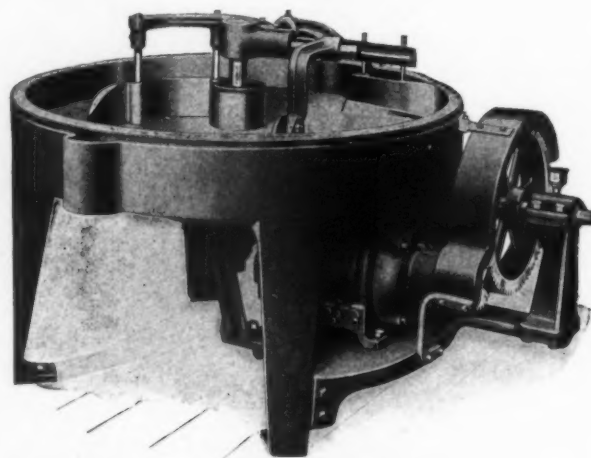
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### **The Ball Beater and Cooler**

The above illustration shows motor attached to machine with gear drive. This can be applied to either our 3, 4 or 5 foot Ball machines, also our 5 foot Dayton machines. Price upon application.

Notice the rigid and substantial construction of the motor attachment.

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Send for descriptive literature on entire line giving sizes, capacities, horse-power required, speed, weights, details of construction and net prices.

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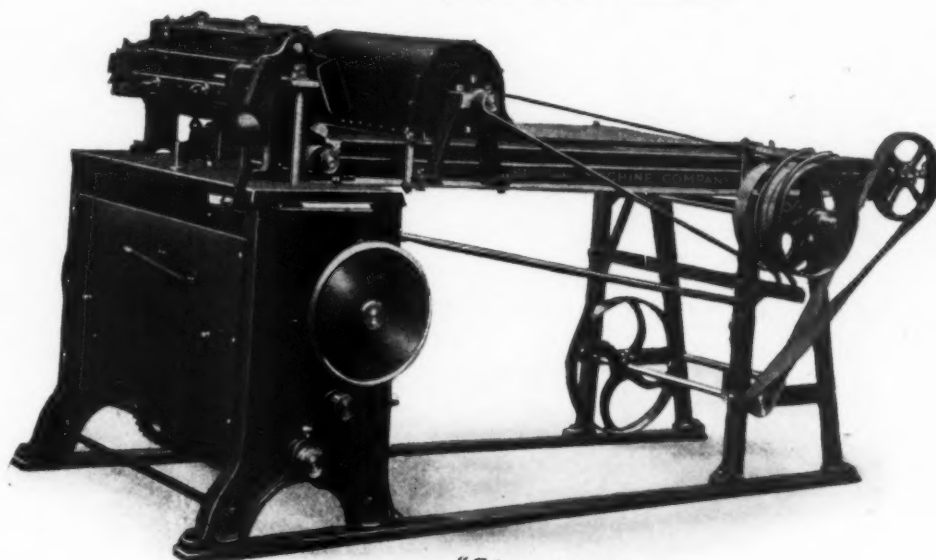
**THE BALL CREAM BEATER CO.**  
DAYTON, OHIO

---



# THE ORIGINAL VIENNA STANDARD PLASTIC MACHINE

For Satin Finish, Filled Candies



*"Standard"*

Price, without cooling and blowing attachment - \$495.00

Price, with cooling and blowing attachment - - 605.00

Hand Engraved Dies, 22 inch, per set - - - 90.00

(We also make dies, hand engraved, at same price, to fit any make machine).

F. O. B. NEW YORK CITY, DUTY PAID

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SOLE DISTRIBUTORS:

**SPECIAL MACHINE COMPANY**

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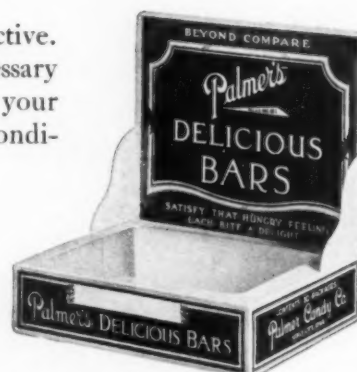
NEW YORK CITY

During the Convention Week, our representative, Mr. O. Hermann  
will be in Chicago, Hotel La Salle



## Hummel & Downing Co. WHITE ENAMEL Display Cartons

Are exceptionally attractive. They have the necessary strength to deliver your product in salable condition.



### Let Us Send You Samples

of printed cartons we have made, or we will submit hand-made samples to suit your product. There is no obligation for this service.



You must see the Enamel Piled-board to appreciate its strength, smoothness and excellent printing qualities.

If you now use White Patent Coated or Bleached Manila "Individual" or "Display" cartons, let us quote when next in the market. We make our own box-boards and have unsurpassed facilities for carton manufacture. We specialize in long runs of printed or plain folding cartons.

## Hummel & Downing Co. Shipping Containers

deliver your products safely and display your advertising message attractively. Handsomely printed containers, either Fibre or Corrugated, enhance your sales. Get samples and our prices next time you are in the market.



Our experienced Service Men will help you solve your packaging problems. Write our nearest office.



## HUMMEL & DOWNING CO.

Pioneer Box Manufacturers

Capacity 200 Tons Daily

Milwaukee, - - - Wisconsin

Chicago Denver Detroit Kansas City Minneapolis



## THE PUBLISHERS' PAGE

**O**N the eve of the anniversary of The Candy Manufacturer this is an opportune time to make a careful analysis of the magazine and check up on how it is adhering to its original purpose and policy and fulfilling the urgent need in our industry for a specialized publication of a technical and commercial character for manufacturing confectioners exclusively.

A thoughtful reading of this issue will determine the answer, therefore a review in this space would be superfluous. However, we would like to make mention of a few new features:

### The Subscribers' Number

Realizing that there is much latent talent among our readers and that the most valuable and interesting literature on the various phases of candy factory management must come from the manufacturing confectioners themselves—the rank and file of practical men who are wrestling with problems of production every day—our July issue will be given over to our subscribers to edit as they wish. Please consider yourself assigned to an editorial on any subject “for the good of the order,” and do your part in making our first annual **Subscribers' Number** the banner issue of the year—an interchange of constructive ideas and thoughts and a record of practical experiences on candy factory management written by practical men.

### WANTED

**A Raw Material or Machinery Salesman** calling on manufacturing trade, to handle a news department or page of personal mention.—Editor.

### The Superintendents' Contest

On page 97 is announcement regarding a Superintendents' Prize Article Contest to which it is hoped that there will be a very liberal response. All manuscripts of merit will be published in future issues of The Candy Manufacturer, however.

Twelve cash prizes will be given to the twelve best articles as judged by a committee of five superintendents. These prizes are given not as compensation so much as in recognition of the willing co-operation of the practical men of our industry who are taking the initiative to make The Candy Manufacturer what the industry has a right to expect of it—a clearing house of technical information and an open forum for the free and frank discussions of manufacturing methods and problems. Send in your manuscripts as early as possible.

Write up something for the Subscribers' Number and turn it in before June 25th, please. Send in a problem for open discussion at the Round Table or a suggestion for a subject to be included in our editorial program this year.

You can make The Candy Manufacturer valuable to you in exactly the same degree that you lend your co-operation to this magazine—the more you give the more you get.

### Production Records

A file is being made of the maximum production records of each production unit of a candy factory. We will appreciate the co-operation of superintendents in registering with us their maximum production records, and if they will, an explanation of the conditions under which they were accomplished.

### Trade Names

A department of The Candy Manufacturer Blue Book will be an index of trade names of confectioners' supplies and equipment. The list is now being compiled and if you would like to know the name and address of the manufacturer of an article which you remember only by its trade name, ask our Buyers' Directory Department. (Supply manufacturers are asked to co-operate by registering with us their trade names so that this index may be complete.)

### The Candy Manufacturer Week

Starting with the dates of the 1922 convention of the N. C. A. we would like to set a precedent by establishing the first annual “The Candy Manufacturer Week,” which will be the week of the annual convention of the National Confectioners' Association. During this special week our subscribers are asked to join with us in an intensive effort to widen the circle of readers of The Candy Manufacturer and thus extend its influence and service to a larger body of men interested directly and primarily in the manufacturing problems of our industry.

If you like The Candy Manufacturer and believe in its usefulness and its possibilities for greater service, then may we depend on you to tell some fellow manufacturer or superintendent or chemist or foreman or purchasing agent about it?

Oh yes, and don't miss an opportunity to spread the good tidings to the reliable machinery and supply manufacturers. Every extra page of advertising is another page of literature and helps The Candy Manufacturer in more ways than one to be a complete unit in the business press—an all sufficient magazine for the manufacturing branch of our industry. Further details at our booths, Nos. 8 and 9, at the Coliseum.

### ERRATTA

*In the April Issue—The Sales Managers' Number*

The “Sampler” package illustrated on page 46 was designed by the Stephen F. Whitman Co. and not by G. A. Bisler, Inc., as stated in the footnote.

The package of Hoffman's candies illustrated on page 45 was designed for the E. A. Hoffman Candy Co. of Los Angeles and not for the Martin M. Hoffman Co. of Oakland.

The Nulomoline Co. will *not* exhibit at the Official National Confectionery and Associated Industries Exposition as stated on page 20. The halftone illustrating the Coliseum was placed in their advertisement in error.

BEG YOUR PARDON.



## CANDY IN - *Container Club Fibre*

**T**HE argument for putting 1 to 5 pounds of candy into an individual paper box is the same argument for putting all candy boxes into our fibre shipping containers. They *both save the candy!*

Candy manufacturers tell us that fibre boxes made by our Members act, in a freight or express car, as shock-absorbers against all jolts and jars! In hot weather our corrugated board box, with its air spaces, acts as an insulator, and keeps out the heat! The candy rides safe! Moreover, on a score or more angles

## *Container Club Fibre* **Saves!**

*It saves you cash over wood at the start*

*It saves nine-tenths of your packing-room space*  
(See illustration above)

*It saves the candy from jolt and jar damage*

*It saves freight costs for your customer*

*It saves your customer—FOR YOU!*

It will pay you to see us this month at our "Space" at the

**Candy Exposition in Chicago**

Also to call at our office, 608 South Dearborn Street, and hear what our Members are doing for some big candy manufacturers; also about Container Club Service.

If you don't come to the "Show," *write us*—we'll gladly respond.



**Quality Mark**

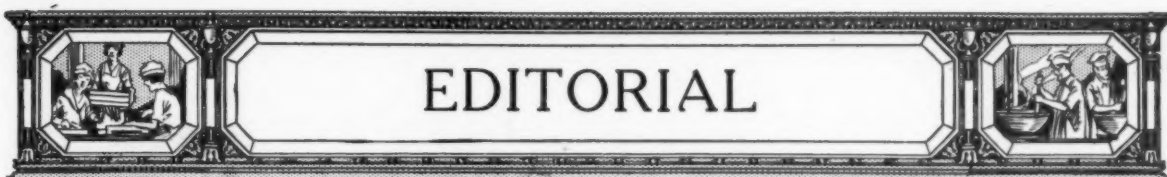
Address:

***The Container Club***

Dept. T2, 608 S. Dearborn St., Chicago

[Note: The Container Club is an Association of manufacturers—builders of COR-RUGATED and SOLID fibre containers of very superior quality. Their individual plants—some forty in number—are located from Massachusetts to California.]





## EDITORIAL

### Making a Living Versus Making a Life

The following quotation by Edward S. Martin, editor of *Life*, was made in a recent address by Dr. Frederic F. Shannon of Chicago:

*"The fortunate people, the truly fortunate people, are not so much those who succeed in making a living as those who succeed in making a life."*

These words are so discriminating that we would like to pass them along. Granting that a high standard of business ethics is adhered to, what kind of a business is more conducive to making a life as well as a living than the manufacture and sale of a product which fairly radiates the finer sentiments of life and carries an unwritten message of happiness and good cheer, and is an expression of the courtesies which enrichen our human relationships? Are you in love with your business and proud of the fact that you are making and selling candy in a way that contributes to a bigger life as well as a comfortable living?

### Competition at a Profit

Last month, in the Sales Managers' Number, this subject was discussed mainly from the standpoint of sales policies; now let's consider the same subject from another angle, that of production and factory management, where profits are saved rather than made.

In the matter of volume production per unit of machine or department, there seems to be a wide range of figures and a diversity of opinions among even the large, old line, successful factories in our industry—a condition which certainly is food for thought, to say the least, at this time, when uniform cost-finding methods, rigid economies and minimum production costs are so vital to the survival of our institutions.

This magazine is endeavoring to compile a record of the maximum capacities of each unit of production, as determined by actual performance in a candy or chocolate factory. It should be very interesting to a superintendent who is getting an ordinary production from his cookers, starch-room, packing or moulding departments, to know that another factory manager is getting nearly twice that amount with the same overhead expense.

Another phase of this subject of competition at a profit is that of "purchasing profits," which Elwood Sampson speaks of in his article

in the Purchasing Agents' Number of *THE CANDY MANUFACTURER*.

There are a number of angles to the subject of profitable purchasing, not the least of which is the proper co-ordination between the purchasing department and the laboratory department. No candy factory can expect to approach the requirements of *efficient management* unless the purchasing and laboratory departments are so organized that there can be a chemical and physical control of raw materials and supplies. And thereby hangs a tale to which every purchasing agent and supply house can contribute an interesting chapter.

There is an opportunity and an urgent need for purchasing agents and buying executives in our industry to get together and take some concerted action toward a standardization of supplies of various kinds. Quality standards should be clearly defined which would help buyers to obtain uniformity, which is so essential to quality and quantity production and which is a corner-stone to the realization of "Competition at a Profit."

### Our Fourth Duty

Herbert Spencer declared that "the first duty of the individual is to himself, the second to his family, and the third to his nation." May we say that his next duty is to his industry from which he is making his living to support himself, his family, and his nation.

Someone has said that every man owes a portion of his time and resources to the support and development of the industry of which he is a part. At this time, when the close co-operation of every individual who is interested directly or indirectly in the manufacture and distribution of confectionery is so vitally necessary to the revival and stability of our industry, it behooves all of us to lend our support loyally and willingly to every constructive force in the industry.

This is a time when your N. C. A. memberships (remember, you can take out more than one) represent the best investment on your books and should be indexed as a preferred obligation. The constructive business magazines of our industry also have an indispensable mission to perform and deserve your wholehearted support and recognition. The "value received" may be indirect and intangible, but none the less actual.

*"Put it through in '22"  
"1922 will reward survivors"*



**HOTEL DRAKE, CONVENTION HEADQUARTERS**

# Come to Chicago May 22-27

to the annual round-up of our entire industry

## Convention and Exposition Week

The convening of three national associations of confectioners, together with the Western Confectionery Salesmen's Association, during the week of May 22nd, is bringing together a representation of all branches of the confectionery industry, which is unique in the history of the confectionery organizations. The following associations will meet in annual convention at the Hotel Drake during the week of May 22-27:

The National Confectioners' Association, May 24-26; Mr. Walter C. Hughes, secretary.

Associated Retail Confectioners of United States, May 23-25; Mr. Chester A. Asher, secretary.

National Jobbing Confectioners' Association, May 23-26; Mr. Iverson C. Wells, manager.

The Western Confectionery Salesmen's Association will hold informal "get-togethers" during the week.

This co-operative spirit among the trade organizations cannot but result in a closer as-

sociation between the different branches and be of great benefit in the development of the confectionery industry as a whole.

### Convention Headquarters

The Hotel Drake has been selected as the convention headquarters for all four associations. A joint information booth in charge of the local chamber of commerce will be located in the main lobby of the hotel. All general information about the conventions, hotels, sight-seeing trips, etc., will be supplied here. There will also be a booth for each association for registration and detail information about the association.

### Special Railroad Rates

Rates of one and one-half fares have been obtained. In order to take advantage of these rates a certificate of identification must be obtained from the secretary of one of the associations. This certificate must be presented to the railroad office at the time of purchasing tickets in order to take advantage of these rates. The final return limit has been extended to June 5th.

# National Confectioners' Association

Thirty-Ninth Annual Convention, Chicago,  
May 24, 25, 26, Hotel Drake

The sessions of the convention will be held in the Ball Room of the Hotel Drake.

The registration office and general information booth will be located in the Reception Court.

## Registration Details

Members and guests are urgently requested to register *immediately on arrival*, that there may be no delay in the sessions of the convention.

Active members and their representatives will please sign the blue registration cards; associate members and their representatives will please sign the yellow registration cards; the ladies will please sign the white registration cards, and the guests will please sign the pink registration cards.

*Please write your name and address clearly and plainly. Your attendance cannot be correctly reported if your writing is not legible.*

*A complete attendance list is desired, therefore, your careful attention to this request will be very much appreciated.*

After you have registered, you will receive an official convention badge, program and other information pertaining to the convention.

When you receive your official convention badge, *print in your name on the card—do not write—print plainly so that others may know who you are.*

Active members will receive badges with blue ribbons; associate members will receive badges with red ribbons; the ladies and guests will receive badges with white ribbons.

The official convention badge must be worn during all the sessions of the convention as a means of identification.

No one will be admitted to the sessions of the convention without an official convention badge.

## \$5.00 Registration Fee

Each person on registering must pay a registration fee of \$5.00. The registration fees will be used to defray the expenses of the convention. We are not asking local members for contributions to pay the expenses of the convention.

## Bulletin Board

For the convenience of those in attendance a bulletin board will be located near the entrance to the Reception Court on which will be posted important notices relative to the sessions of the convention.

## Entertainment Program

The details relative to the entertainment program will be announced during the sessions

of the convention by the chairman of the Entertainment Committee.

The golf tournament will be held on Monday, May 22d, on the links of the Olympia Fields Country Club.

There will be an automobile ride for the ladies on Wednesday through the beautiful residential district of the north shore, followed by a luncheon at the famous Hotel Moraine in Highland Park. Souvenirs for the ladies will be provided by the Entertainment Committee.

There will be a theater party Wednesday evening for all who register at the convention.

The annual banquet will be held on Thursday evening. Everyone attending the convention should attend the annual banquet. Our annual banquets are regarded by a large majority of our members as the distinctively attractive entertainment feature of our annual conventions.

Music and special high grade entertainment features will be provided during the banquet.

There is nothing that quite takes the place of the splendid good will and fine spirit of comradeship that is always present at our annual banquets.

*The Entertainment Committee must know how many to provide for in order to complete the necessary details relative to the arrangements for the banquet. Will you, therefore, please purchase your banquet tickets at the time that you register?*

## Souvenirs

The distribution of complimentary souvenirs by members of our association at our annual conventions is a long established custom which at various times has created situations that have been very embarrassing to the hotel management and the members of the Entertainment Committee in charge of the banquet arrangements.

At the last convention, the Executive Committee after a careful consideration of the matter, unanimously decided that no souvenirs should be distributed during future conventions except those provided by the Entertainment Committee.

## Official Convention Photograph

The official convention photograph will be taken out-of-doors by the Kaufman & Fabry Company of Chicago, at an opportune time during the convention. This company is highly recommended by the Chicago Association of Commerce and is thoroughly equipped to give prompt and satisfactory service of a high grade character. The photograph of our 1918 Chi-



icago convention, which was very satisfactory, was taken by this company.

#### **The Official Exposition at Coliseum**

The National Confectionery and Associated Industries Exposition will be held in the Coliseum during the week of the convention. Passes to the exposition will be issued to all who register at the convention.

Passes entitling the holders to free transportation in auto busses between the Hotel Drake and the Coliseum will also be issued to all who register at the convention.

The exposition will be one of the notable features of our convention. There will be exceptionally attractive exhibits of a great variety of various kinds of raw materials, machinery and supplies of special interest to candy manufacturers, and all who are in any way identified with the confectionery industry.

### **CONVENTION PROGRAM**

#### **Monday May 22nd**

8:00 P. M.—Meeting of Executive Committee.

#### **Tuesday, May 23rd**

10:00 A. M.—Meeting of Executive Committee.

2:00 P. M.—Meeting of Nominating Committee.

2:00 P. M.—Meeting of Committee on Resolutions.

#### **Wednesday, May 24th—Forenoon**

##### **FIRST SESSION**

Address of Welcome: Mr. Edward Everett Gore, President, Chicago Association of Commerce.

President's Address: Mr. H. H. Harris.  
Reports.

Announcement of Appointment of Special Committees.

Entertainment and Banquet Announcement: Mr. A. G. Morse, chairman.

#### **Wednesday, May 27th—Afternoon**

##### **SECOND SESSION**

Reports.

Address: "The Right Selling Approach in Changed Business Conditions." Mr. Homer J. Buckley, Buckley, Dement Co., "Selling-by-Mail Specialists," Chicago.

Mr. Buckley is an acknowledged authority on sales topics. His addresses, which are always delivered with characteristic punch and vim, have been delivered before many large conventions and have always been very enthusiastically received.

#### **Thursday, May 25th—Forenoon**

##### **THIRD SESSION**

Secretary's General Report.  
Membership Report.

Address: "Co-operative Advertising by the Industry." Mr. V. L. Price, President,

National Candy Co., St. Louis, Mo.  
Fifteen minute responses by members whose names will be announced at the close of Mr. Price's address.  
General Discussion.

#### **Thursday, May 25th—Afternoon**

##### **FOURTH SESSION**

Address: "Problems of Management During the Coming Year." Mr. Arthur E. Swanson, Ph. D., Swanson-Ogilvie Co., Industrial Engineers, Chicago.

Mr. Swanson formerly held the position of Dean of the Northwestern University School of Commerce. He is recognized as a national authority on all questions pertaining to Business Management and Accounting.

Report of the Nominating Committee.

Election of Officers and Members of the Executive Committee.

#### **Friday, May 26th—Forenoon**

Report of the Committee on Resolutions.

General Discussion on Resolutions submitted by the Committee on Resolutions.

General Discussion on Subjects of Special Interest.

Adjournment.

Sincerely yours,  
WALTER C. HUGHES, Secretary.

### **The Associated Retail Convention of United States**

The Associated Retail Confectioners of the United States hold their convention May 22nd to 24th. Their sessions will be held in the French Room at the Hotel Drake. Monday morning, May 22nd, will be devoted to registration and committee meetings. Monday afternoon the convention proper opens with an address of welcome by the President of the Chicago Association of Commerce. Mr. Harry W. Taylor, President of the United Candy Company, Boston, will address the association. His subject will be "Sell More Candy." The final program has not yet been completed. Much time will be devoted to the discussions of the problems of the retailer.

#### **The National Jobbing Confectioners' Association**

The National Jobbing Confectioners' Association meets Tuesday, May 23rd to 25th in the Grill at the Hotel Drake. Their program has not yet been announced.

#### **The Western Confectionery Salesmen's Association**

The Western Confectionery Salesmen's Association will have a get-together meeting during the week with informal discussions in Room M16 on the Mezzanine Floor of the Hotel Drake. They will hold open house to all their confectionery friends and have planned a grand surprise. Don't fail to drop in.



# The Sales Managers Round Table



*"That man is most original who is able to adapt from the greatest number of sources"*—Carlyle

This department will always be open for contributions along the following lines:

1. *Individual opinions and viewpoints on the business outlook in our industry.*
2. *A sales policy or merchandising plan which has proven successful in your experience.*
3. *A short article on some phase of sales management which has a bearing on the watchwords of our industry this year:*

## Competition at a Profit

The Candy Manufacturer represents practically a "closed session" of manufacturing confectioners; therefore advantage may be taken of this contact with executives and department heads of the candy factories of this country to get together each month for a free and frank discussion of the vital interests and everyday problems which are closest to the manufacturing fraternity of the confectionery industry. Send in your letter or manuscript for our June issue—the Convention Number proper—forms close June 1st, or for the "Subscriber's Number," our July issue—forms close July 1st.

### The Relation of Advertising to the Manufacture of Confections

by **ERNEST I. MITCHELL**

*President, Mitchell-Faust Advertising Company, Chicago*

It is becoming increasingly evident to manufacturers that there are three factors which will increase the salability of goods: (1) A lower price; (2) superior service, or (3) public preference because of the recognition of the quality of the goods.

In this day of the keenest kind of competition, it is proving more and more difficult for any man to permanently manufacture at a cost so much lower than others that he can command business on the basis of lower prices. Also, experience shows that it is very unusual for one manufacturer to continuously give a greater measure of service than all his competitors.

But it is possible for a manufacturer to put genuine quality into the making of his goods and then by advertising, create public preference through the recognition of that quality. He cannot do it in a week or a month, but gradually and surely over a period of time he can create a positive demand or acceptance of his product. Once that advantage is secured, manufacturers who have reached that enviable position find that a basis exists for expanding

business which continues just so long as the preference continues.

Advertising offers a good opportunity in the candy field because no one manufacturer stands out above the rest, as is the case in many other lines of business. If you were manufacturing soups or clothes or cake flour your problem might be much more difficult. But in the confectionery field, new markets must exist which have never been explored, waiting only for the manufacturer with courage and vision of its possibilities to use advertising in the right way.

It should bring a new vision of their opportunities to candy manufacturers if they would realize that a man is master of his own destinies when he has once developed a demand for his goods with the public. Under present conditions it must be true that confectionery manufacturers are watching competitors with jealous eyes, fearful each day of what their salesmen's reports may divulge. (If I am correctly informed, prices are being slashed, and business is being secured largely on a price basis, which means that profits are cut low or obliterated. It must mean that even service is given begrudgingly because it costs money and presumably adds to the overhead.)

Such business is not permanent! When manufacturers operate on such a basis the whole situation is shifted and changes from day to day. Only those manufacturers who have established their names, their trade-marks and

*(Continued on page 34)*



## Recapitulation

Concluding the series of six articles on Industrial Management which have appeared in *The Candy Manufacturer* the past year.

by **Clyde E. Murray**

*Vice-President, The Stevenson Corporation*

*The series started in our issue of June, 1921, with an article on "Candy Costing." The balance of the series treated in a masterful way the following subjects: "Stock Control," "Wage Incentives," "Functions of the Foreman and Forelady," "Manufacturing Control," "Treatment of Overhead Expense."*

*This month's article is a recapitulation of the foregoing articles, all of which contain boiled-down, practical information on manufacturing problems of our industry based on practical experience with many of the largest and foremost manufacturing confectioners in the country.*

*Some of these articles have been reprinted in pamphlet form and, for the benefit of those who have recently subscribed to THE CANDY MANUFACTURER, these reprints will be sent gratis while they last.*

*Now, we would like to have an open discussion on these same general subjects by candy superintendents and executives. Send us a chapter from your experience on factory management for our July issue—"The Subscriber's Number."—Editor.*

**I**N the last five articles on the Candy Business, from an Industrial Engineering point of view, the writer has attempted to outline certain basic suggestions which in his opinion would be of the utmost value to executives to insure scientific management.

Certainly developments in the industry the past year emphasize more forcibly than countless articles or arguments the need for such scientific management.

The industry has arrived at the stage now where profits have almost entirely disappeared. Cut-throat competition dominates the entire industry. Many manufacturers are selling their product at prices which return ten to thirty per cent less than the actual cost.

Against this is the admitted fact that cutting prices has ceased to stimulate business permanently. A manufacturer who comes out with a drastic price cut or an offer of free goods or buys a jobber a suit of clothes or a hat or makes some equally unbusinesslike move probably succeeds in obtaining temporarily a few new orders. Almost immediately, however, his competitor, in self-defense, is forced to adopt some other method even more unbusinesslike. Where is it going to end? How long can the invested capital in the candy business stand the strain?

It is ridiculous to claim that any one factor has brought about this present condition. There have been many contributing reasons.

It is food for serious thought, however, that less than twenty per cent of the candy manu-

facturers of the country have an accurate knowledge of Unit Costs. Almost every concern has a Cost Finding scheme of some sort, but these vary so radically as to preclude any chance of a common meeting ground.

#### **Wanted: A Comparable Method of Cost Finding**

One group of manufacturers will figure material and labor accurately and then assess the burden of overhead expense on some basis which favors one line and puts an unreasonable load on another line. Another group will use an overhead expense application method which shows exactly the reverse condition. Group number one makes a selling price on the low cost line which may be consistent with their cost. Group number two consider their cost figures, decide mentally that the other fellow has gone crazy and promptly establishes a price on the other line of goods which kills all possible profit for everybody. Multiply this by three or four, as there are some six different methods for Cost Finding used in the industry, and then consider the accumulative effect.

Just what form of Uniform Cost Finding methods to adopt is beside the point. There is naturally a right way of doing anything. If, however, the industry adopted a method which was entirely wrong, from a Cost Accountant's point of view, the final result would be almost as desirable. It isn't a question of the method itself; it is a question of getting a method which is comparable.

It is not claimed that Uniform Cost Finding methods will provide a "cure-all" for current evils. There is no doubt, however, but what an accurate knowledge of costs would eliminate at least half of the present unintelligent and cut-throat competition.

#### **The Most Formidable Competition**

There is a certain form of competition to which a manufacturer cannot object; namely, to that of a man who knows exactly what his goods cost and whose prices, if low, reflect advantages secured through volume or by reason of highly efficient methods of production. The form of competition which is most dreaded is that of the man who, having no proper knowledge of costs, sets prices which preclude the possibility of there being an adequate profit in the business for anyone. Selling prices, then, are governed entirely by what the other fellow does and the other fellow is working absolutely in the dark.

Many times, in previous articles, the writer has stressed the fact that in all lines of manufacturing now it is a survival of the fittest. Rule-of-thumb methods will not bring profits. The easygoing manufacturing methods of our grandfather have gone the way of the tallow candle and the flintlock. When a variation of five per cent may mean the difference between riches or ruin, eternal vigilance is the price of success.

The business manager has three responsibilities: To provide adequate wages for the men and women in his employ; to provide an adequate but not an excessive return for the capital he employs; and to provide goods for the consuming public at the lowest possible price consistent with the first two requirements.

#### **Three Requisites**

There are three things necessary for any company to pass through the intense competition of the next few years:

First—An accurate knowledge of Cost of Production.

Second—The reduction of Operating Costs to the lowest possible point.

Third—The development of the most intense and aggressive sales methods possible.

Certainly the candy business, as well as other lines, offers a possibility of development on each of these three points.

#### **Five Achievements to Work for This Year**

Recapitulating some of the possibilities pointed out in previous articles brings forth the following outstanding ideas:

First—Need for statistical control of raw materials to insure minimum investment in stock and maximum turnover of inventory; to provide a record of manufacturing waste and losses caused by careless handling and theft.

Second—Need for an accurate, yet simple and free-from-red-tape Cost System which will allow for complete knowledge of each factor in Operating and Selling Cost, establish the status of each unit in the line as a profit-earner, and furnish a picture monthly of the profits or losses.

Third—Installation of Wage Incentive Methods to make for maximum machine and labor output at a minimum cost and allow for increased earnings to the operators.

Fourth—Inauguration of Methods of Production Control to provide a balancing of productive departments, of work in progress and finished stock.

Fifth—Need for more intense and specific Merchandising and Selling Methods.

It must be borne in mind that statistics are merely an aid to executive judgment. No system has brains. It is only a medium by which to apply brains. After all, manufacturing is only a collection of small things. Any light that can be thrown on these small things helps the executive.

Certainly the manufacturing confectioner today needs all the help it is possible to obtain.





# Sugar—Its Physical Properties—VIII

Mr. Murphy is one of the foremost Sugar Chemists in America. For fourteen years he was with the American Sugar Refining Company as Chief Chemist and assistant to the Chief Refiner in Boston.



Shall we reserve for you a bound volume of *The Candy Manufacturer* containing Mr. Murphy's complete serial? Price \$5.00. It will also include of course all the other serials of technical articles on schedule, any one of which is worth the price of the volume.—EDITOR.

## Intelligent Manipulation of Sugar

The eighth of a series of articles on "The Physical Properties of Sugar," and what can be done with them to obtain any desired result in confectionery

by **Frederic W. Murphy**

*Consulting Chemist and Executive*

**T**HIS is a rather difficult subject for one to handle without hurting some individual's feelings. But it is amazing how unintelligently sugar and glucose are used in the factory.

One could not expect to get a beautiful white cream fondant from a dirty gray-white sugar. Yet I have seen confectioners trying to make white creams from such material. And not the small confectioner alone, but some of our largest manufacturers. Why? Lack of education? No! Because the producer of sugars does not know the requirements of the confectioner. I will qualify that statement that I know at least two refineries who *do endeavor* to study the confectioner's needs.

### Demand Specialized Sugars

It is becoming a recognized fact that the so-called purity of white sugars, according to the polarostopic test, is of no value whatever to the confectioner. I hold no brief for any refinery, but all refiners do not make sugars suitable for the confectionery industry. In consultation with many confectioners I have of late heard this statement, "Years ago we could use crystal syrup at least four times, but today we can use it but once for crystallizing purposes.

The reason is that the average white sugar turned out today is manufactured without any consideration of its ultimate use. The canner, the preserver, the baker, the confectioner and the beverage manufacturer must take the product as it is manufactured. This is absolutely wrong. The refiner who will study the needs of the individual manufacturers will in the end secure the bulk of business. And when I speak of sugar I include corn syrup.

A short time ago I had a most interesting interview with one of the foremost gentlemen and leading authorities in the corn products industry. We were discussing the industry in general. He said: "We employ the best tech-

nical men we can find to consult with the technical representatives of the industries which we serve. These industries include the manufacturers of cotton goods who use starch, the manufacturers of paper products and the industries that use paste and corn oil, etc. These industries co-operate with us, tell us what they want and force us to produce intelligently products which are suitable for their individual needs. But the confectionery industry gives us no co-operation whatsoever. They do not employ technical men except in a very few instances, and if we should suggest the use of certain of our products, they would oftentimes resent the suggestion. We cannot produce products suitable for confectioners' specific needs unless we have specific data to work upon."

Apparently I am digressing from my subject and yet what I say is vital to the intelligent manipulation of sugar in the factory. At present there positively is no clearing house for the manufacturing confectioner. I have visited factories and have been shown so-called secrets and have been asked not to mention them, when as a matter of fact they were not secrets but were known to many other manufacturers.

Secrets of manufacture are very rare, and many manufacturers who coddle to themselves so-called secrets deceive only themselves.

Dollars are not made by such means. Sales, reduction of overhead, intelligent purchase of materials and intelligent operation of factories will keep the red ink from appearing in the books. Conventions at which the manufacturers congregate are sometimes very educational and instructive meetings, but oftentimes develop into a meeting of men who swap lies, instead of playing fair and co-operating with each other. This sounds rather harsh, but if you will go over in your mind some of the conventions you have attended, I think you will realize there is some truth in this statement.



In the confectionery industry, there should be an active, intelligent clearing house for the manufacturer. It should be a bureau which should act as an advisor where truth and facts valuable to the superintendent can be obtained. The gentleman I spoke of previously cited the brewing industry as an example of dollar saving co-operation.

Years ago, the brewers formed a combination and supported brewers' schools for the education of employes. The result was that trained men were at all times available to the industry and researches were made on the various problems as they confronted the brewer. (*Just such a corresponding institution for the confectionery is brewing right now.*—Editor.)

On a recent trip, some confectioners asked me why certain corn syrups could not be used for making creams. They said it was "fatty." Now just what "fatty" means, I do not know. But the syrup was dead, heavy, lifeless. I could not answer the question without experimentation. But if there was a bureau, such as I have spoken of, to which all such problems could be referred, it would be a tremendous money-saver for its members.

#### **A Snow-White Dextrose**

In a previous article, I mentioned a snow-white dextrose which one concern was endeavoring to produce and I called attention to the wonderful possibilities of such a product if it could be produced at a price below that of cane sugar. It has been produced and I have seen a sample of it, and it is now on the market below the price of cane sugar. If the salesman comes to you and tries to sell you his product what will you say? Ten to one you will not buy it. And I don't blame you. Personally, I think it is going to be a tremendous factor in the confectionery industry. But you don't know what it will do, and I don't. We are, in my laboratories, at present making a series of experiments with this dextrose from a research point of view.

Why have not the confectioners combined and formed a bureau of their own where this product and other products which come on the market from time to time can be tested impartially, so that its members can manufacture with more precision? Intelligent manipulation of sugar means getting the largest variety of confections out of sugar with the minimum expenditure of dollars. There is no question but what the confectionery industry is very far behind in intelligent manufacture.

#### **Buy Sugars Intelligently**

I hope the day is not far distant when some refiner will manufacture for the confectioner certain grades of sugar for specific types of confections. They will be sugars of standard qualities based on physical properties, and not on polariscopic test. But the confectioner must first co-operate with the refiner and be able to tell the refiner what properties the sugar must

possess. It is absolutely absurd for a confectioner to try to use ordinary or refined granulated sugar for cream work or hard candy and "satin goods." Yet the refiner will sell you that grade for those purposes or sell you any other grade. It is equally absurd for the confectioner to buy a wet sugar of high grade if he cannot use it immediately. It dries in the barrel and to use it, the labor cost of handling, to say nothing of the loss of the barrel, makes its use almost prohibitive.

Last week a prominent confectioner told me he at one time asked a refiner to supply him with the sugar of the same high strength and purity as that which the refiner barreled wet, and was told they did not produce such a sugar. Such a sugar can be produced and should be and would be if the confectioners as a body insisted.

The steel mills will produce grades of steel and in forms that the individual industries command, because the steel consumers are better organized and co-operate with each other, better than the confectioners do.

To boil everything down to cold facts, the confectioner must know first what he wants, and that can be only learned by experimentation.

#### **Know Strength of Sugar and Corn Syrup**

Strength of sugar he must know, for it is the most important factor in production. Strength of corn syrup he also must know, and it is just as important as the strength of cane sugar. Never try to make white running creams from ordinary fine granulated sugar. Use sugars made from first run liquors. Never use ordinary sugars to make hard candies or satin gloss goods. Know the strength of your sugars and use the strongest sugar you can obtain. And it doesn't matter whether you use vacuum cookers or not, you must have strong sugars.

#### **Refiner's Syrup**

Refiner's syrup can be used to advantage at a tremendous saving, but the confectioner must first learn its eccentricities. This is a product which presents wonderful possibilities. The refiners never have and probably never will do any research work on this product to enable the confectioner to use it with precision. I am certain that it can be used, but it requires extensive research, and who can afford to do it? It is like the new snow-white dextrose? Who is going to do the pioneer work?

You all know the tedious process of grinding chocolate coatings. Why should not this new product be used. It is only a thought, but snow-white dextrose free of other organic matter is a good edible product and I see no reason why a standard for chocolate coating should be based on any one type of sugar.

There are hundreds of problems which exist as to the intelligent manipulation of sugars, and the confectionery industry is at a standstill waiting hopelessly for some philanthropist to act.

(To be continued)

# Food Flavors

## Source, Composition and Adulteration



J. W. SALE

The first of a series of three  
articles

by **J. W. SALE**

*Chemist in Charge Water and Beverage Laboratory,  
U. S. Bureau of Chemistry*

and

**W. W. SKINNER**

*Assistant Chief, Bureau of Chemistry  
U. S. Dep't of Agriculture*



W. W. SKINNER

**F**OOD flavors include a large number of substances which ordinarily are classified as spices, essential oils, oleo resins, flavoring extracts, distilled waters, fruit essences, synthetic or imitation flavors, etc. In this discussion we shall depart somewhat from the usual lines of demarcation, since, after all, these divisions are quite indefinite and arbitrary, and shall discuss those food flavors of natural origin which the confectioner, bottler and other food manufacturers use in their finished products. A discussion of imitation flavors will be reserved for a later communication.

### Standards

Standards for quite a number of food flavors have been promulgated by the United States Department of Agriculture, and have been published in Circular 136, superseding Circulars 13, 17 and 19. For the purposes of the enforcement of the Federal Food and Drugs Act, 115 spices, flavoring extracts, essential oils, cacao products and soda water flavors have been defined. No definition or standards have been issued for imitation flavors, but it is considered that they should substantially take the place of the genuine, and, of course, should comply with the requirements of the act relating to food, just as genuine food flavors should comply with them. Although a great many flavors have yet to be standardized, the definitions or standards referred to above will serve as a guide to purchasers from the standpoint of informing them as to what they should get when they buy these articles.

Flavors used in food have but little or no food value and are used for the purpose of making our confectionery, beverages and other

food more delectable and agreeable, and possibly of facilitating digestion. They add to the enjoyment of living, and for this reason are to be highly prized. Many of them have been known for centuries and are mentioned in ancient recipes for beverages, such as the following, which is set forth in a book entitled "Treasury of Commodious Conceits," printed in London in 1586:

### "Aqua Composita" or "Dr. S.'s Imperial Sovereign Water"

"A gallon of gascoign wine, with an infusion of ginger, galingale, camomile, cinnamon, nutmegs, grains, cloves, mace, anise seeds, fennel seeds, caraway seeds."

The inventor of this beverage is said to have preserved his own life with this water, "until such extreme age, that he could neither go nor ride, and he continued his life, being bed-ridden for five years. Also the Archbishop of Canterbury used it, and found such goodness in it that he lived till he was not able to drink of a cup, but sucked his drink through a hollow pipe of silver."

### Origin of Aromatic Substances

Because of their history and places of production, spices, essential oils and other flavors are especially interesting. They call to mind the peoples and the customs of the Far East, the South Sea Isles, and other distant lands.

Aromatic substances consist of various parts of plants or other vegetation. Cloves, capers, rose, elder, chamomile, etc., are buds or flowers. Vanilla beans, pepper, peel of the citrus fruits, pimenta, paprika, etc., are fruit or parts of the fruit. Tonka beans, anise, grains of paradise, fennel, dill, celery, caraway, etc., are seeds.

Ginger, horse-radish, sassafras, orris, etc., are roots. Wild cherry, cassia, cinnamon, etc., are barks. Guaiac, sandal wood, etc., are wood. Parsley, peppermint, sage, sweet marjoram, etc., are stems or leaves. Moreover, various flavors are obtained from different parts of the same plant or tree.

For example, orange oil is obtained by expressing or distilling the rind or a portion of the rind of the orange. The flowers of the orange tree yield orange flower water and an essential oil called neroli, and the leaves and young shoots of the orange tree yield petit-grain, an essential oil.

The flavor of all of these aromatic substances can be purchased in various forms, such as the substance itself or the oleoresin, essential oil, extract, emulsion, etc., manufactured from the spice. For instance, ginger root, ground ginger root, ginger oleo resin, oil of ginger, ginger emulsion, the standard ginger extract of the Department of Agriculture, the U. S. P. fluid extract and tincture of ginger and ginger soda water flavor are all found on the market.

#### Their Preparation

The preparation of the aromatic substance for sale as such, depends, of course, upon its nature. The buds of the caper bush are gathered every morning and treated with salt and vinegar; cloves are dried in the sun or by artificial heat; vanilla beans must be cured, since they do not have aroma when first picked. Kola nuts found on the market are dry and hard, but enormous quantities of the fresh nuts, which are twice as large as the dried nut, find a ready sale among the natives of Liberia and other parts of Africa, who chew them. Cardomen seeds after being picked are washed several times in soap solution, and then are thoroughly dried. Ginger root is scalded and dried immediately (black ginger), decorticated (white ginger), or scraped and bleached or sprinkled with ground limestone (bleached ginger root). The inner and outer coatings of ceylon cinnamon bark are ordinarily removed, whereas the cork layer of the cassia bark is usually left on. Spearmint leaves are merely cleaned and dried. These examples simply indicate in a general way the nature of the preparation of the spice for the wholesale market. Usually they are processed by grinding, making up into extracts, etc., before they are ready for retail trade.

#### Oleo-Resins

Oleo-resins, such as oleo-resin ginger, oleo-resin capsicum, and oleo-resin vanilla, are manufactured by extracting the chopped, bruised or ground substance with alcohol, ether, acetone or other solvent and removing the solvent by distillation, leaving a viscous mass in which is retained most of the aroma or pungent principles of the original substance, but which does not contain much of the starch,

fibre, etc., which do not possess a flavoring value.

#### Essential Oils

The essential oils are obtained by direct pressing of the aromatic substance, by steam or direct distillation, by enfleurage or absorption and by maceration. All of these processes are well known except possibly enfleurage, which process is used with those substances such as petals, which possess such a small quantity of flavoring substance or such delicate flavors that they cannot be obtained directly by expression or distillation. In this process the petals are brought in contact with purified lard or fine olive oil, in frames, the solvent absorbing the fine odorous principles.

#### Terpeneless Essential Oils and Emulsions

Terpeneless essential oils, as the name indicates, are oils which do not contain nearly so much of the terpenes and sesquiterpenes as the natural oils. They can be obtained by extracting the substance with dilute alcohol in which the terpenes are difficultly soluble or by processing the oil so as to reduce the content of these substances. The flavor or aroma is much more highly concentrated in the terpeneless oils than in the natural oil obtained by expression or ordinary distillation. Emulsions of essential oils and oleo-resins are made by whipping or beating them with mucilage of acacia, tragacanth, karaya or other gums, frequently with glycerine present. When properly made, they will undergo considerable dilution with water without "breaking."

#### Extracts or Tinctures

Extracts, essences and tinctures are made by dissolving the essential oils in alcohol or by macerating the bruised, chopped or ground substance in alcohol. Menstruums other than alcohol, such as alcohol and glycerine, peanut oil, corn oil and other neutral vegetable oils, are used, especially since the passage of the National Prohibition Act. Ordinary extracts or tinctures in many cases are further processed to render them suitable for use by bottlers and proprietors of soda fountains, for which they must be water soluble. In the case of ginger soda water flavor, this may be accomplished by mixing an alcoholic solution of ginger oleo-resin with powdered pumice stone and adding water in small quantities with constant shaking. Alkalies, such as magnesium carbonate, are likewise frequently used to increase the solubility of the pungent or aromatic principle. Extracting the spice directly with water or weak alcoholic solution is usually not satisfactory, because of the slight solubility of the aromatic principles and because starch and other non-odorous constituents which cause the flavor to deteriorate are dissolved.

Having thus considered in a general way the

(Continued on page 35)





# What Happens in the Candy Kettle

and

## Water in Candy Making

by Dr. A. P. Bryant

*Consulting Chemist, National Confectioners' Association  
Directing Chemist, Clinton Corn Syrup Refining Company*

**L**ITTLE thought is usually given as to just what happens in the candy kettle. The ingredients in the proper amounts are introduced and the heat is applied until the desired results are obtained and the batch is ready for the final operations. But there are changes taking place while the candy is cooking, and these may be favorable and beneficial, bringing about the desired results; and then again some unfavorable influence may be at work, causing undesirable results to manifest themselves.

Experience in the candy factory shows the candy maker what proportions to use under existing conditions in order to get the desired results in his finished candy, and in this way he develops a working formula. The required amounts of sugar, water and corn syrup are weighed or measured out and placed in the kettle and heat applied, and the batch boiled to the pre-determined degree.

Under ordinary conditions the water will begin to boil in the kettle somewhere around 220 degrees Fahrenheit and as the water is boiled off the temperature gradually rises. Experience shows that the amount of moisture which remains in the candy at 240 degrees is about that which gives the best results when cream work is desired. Numerous tests have shown the amount of moisture remaining in the candy at this point to be 12 or 13 per cent. If the temperature is raised still higher a chewing candy is obtained which does not crystallize readily, especially when other ingredients are present such as fats and condensed milk, and which contain perhaps 5 or 6 per cent moisture.

Candy which is cooked in open kettles to around 310 degrees Fahrenheit might be expected to have lost all trace of water, but nevertheless hangs to the water tenaciously, so that

the batch as it leaves the kettle still retains from one to two per cent moisture or even more. In a series of tests carried on by the writer it was found that there still remained about 2 per cent of water in candy cooked to 320 degrees Fahrenheit, and in examination of commercial stick candy the amount averages about 1½ per cent. There is little or no difference between the moisture left in hard candy whether cooked in open kettles or in vacuum kettles.

The changes, other than the loss of water, which take place in candy when boiling for cream work at 240 degrees are relatively small, but as the temperature rises

other changes take place, especially if the candy has any tendency to scorch.

During the period of cooking the sugar (sucrose) is under the influence of conditions which tend to break it down into the simple invert sugar, dextrose (glucose) and levulose (fructose). The extent of this action is influenced by the presence of various materials, which is the main point of uncertainty. If the sugar or the corn syrup is weak, too much inversion goes on in the kettle and the batch comes out rubbery and sticky. If the candy scorches in any way then, not only is invert sugar formed, but some of the sugar is still further broken down and other compounds are formed which cause discoloration and, worst of all, marked tendency to absorb moisture from the atmosphere after the candy has been

### Dr. Bryant will discuss the following subjects in future issues of *The Candy Manufacturer*

1. Why Candy "Sweats."
2. Appearance vs. Taste in Candy.
3. Is Candy Ever Poisonous?
4. Testing of Ingredients Entering Into Candy.
5. The Chemical Examination of Candy.

*Suggestions are in order for other subjects for this department.*



worked up. This makes the finished candy sticky.

Where a vacuum kettle is used there is comparatively little danger of scorching, and the inversion of sugar is very greatly minimized because of the lower temperature of cooking, and the moisture is removed as effectively at 265-270 degrees as it is at 305 to 315 degrees on open fire.

Not only does temperature effect the inversion of sugar but time as well; therefore a batch which for any reason requires longer than ordinary time to cook undergoes more than the usual amount of change and the results are less satisfactory.

A certain amount of invert sugar and of corn syrup are necessary to produce the desired consistency of the finished product; too much causes unsatisfactory results, and this is the main reason why conditions during boiling are watched so closely in order to make them alike from time to time so that these changes which are taking place in the kettle may be constant in amount and so regulated as to give the most desirable conditions in the finished candy.

The presence of the slightest amount of acid or of certain salts increases the rate of these changes, while other compounds diminish the rate. This matter has been discussed in previous articles of these series.

The difference between the amount of invert sugar found at the higher temperature of open kettle work and the lower temperatures of vacuum kettle is well illustrated by a series of experiments made with the same proportions of sugar and corn syrup using open kettles and vacuum kettles. In the former case the temperature was raised to 315 degrees and the amount of sugar broken down, inverted, was exactly double that formed in the vacuum cooked candy.

There is one other result which is obtained in the candy kettle that must be mentioned, and that is the thorough sterilization given the candy. No micro-organisms can withstand the temperature even of the lower cooked cream work, so that the candy as it comes from the kettle is free from all organisms, and if subsequent operations can be carried on in such way as to avoid contamination from wild yeasts and the like, no danger of spoilage can occur.

### **The Effect of Water in Candy Making**

The water supply used in the candy factory may have a decided effect upon the satisfactory operations. The effect of water may be twofold: first, by its effect upon the sugar as regards inversion, and second, by its freedom from or contamination by micro-organisms.

We have previously indicated certain compounds which exert favorable or unfavorable action in prevention of inversion of sugar. Among the unfavorable compounds were chlo-

rides. If a water supply contains a large amount of salt (sodium chloride), the results in the factory will not be satisfactory. On the other hand, if the water is "hard" containing carbonates of lime and magnesia, or even sulphates of lime and magnesia, these will be favorable to good results. In regions where the prevailing rock is limestone there is very little danger of the water supply being unfavorable, because of the large amount of carbonates in the water. In regions, however, where abandoned oil wells have permitted salt water to get into the upper strata from which the water is drawn, so much salt may be contained in the water as to make it unfit for candy making. The same is true of occasional deep well waters. Even distilled water or condensed steam is unfavorable, because it contains no lime salts, which act to reduce the tendency to inversion.

Where the water supply is very "soft," it may be that better results would be obtained by the addition of a very small amount of lime water to the regular water supply used in the factory. It is, however, comparatively seldom that a water supply is found which does not contain enough lime to render it fairly satisfactory.

The use of water free from deleterious organisms is so obvious as to hardly require mention. A water supply usually contains a certain amount of harmless bacteria which may get into the water in reservoirs or deep-seated springs, or after the water is drawn for use. Such organisms are not only harmless, but are killed by heat during the process of candy making. In fact, the danger of impure water does not lie in the water which is actually introduced into the candy kettle, but in the danger of some of the organisms remaining on utensils after they have been washed; that this is not an impossibility is shown by the fact that candies have been tested occasionally which showed the presence of organisms coming from impure water. The danger from this source is relatively small and the writer has, as a matter of fact, never found any candy containing organisms of a dangerous type. Indeed, candy is exceedingly free from organisms and is undoubtedly one of the very purest forms of food.

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One great, strong, unselfish soul in every community would actually redeem the world.—  
*Elbert Hubbard.*

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A Pullman porter when asked why rich men usually gave him small tips, while the poor men were liberal, answered, "Well, suh, boss, I don't know, 'cept the rich man don't want nobody to know he's rich, an' the po' man don't want nobody to know he's po'." If you have grasped the idea, we will move along to the next paragraph.—*Coleman Cox.*

# I—Raw Materials and Manufacture



## The first of a series of seven articles on **Edible Gelatin**

by **Robert H. Bogue, Ph. D.**

*Industrial Fellow of the Mellon Institute of Industrial Research of the University of Pittsburgh  
Research Chemist for Armour & Company of Chicago*

Exclusively for **The Candy Manufacturer**

**M**OST of us recall that at some period of our childhood we were taught that gelatin was made from the hoofs and the horns of cattle. But we were also taught many other things which we have since found to be untrue. Neither gelatin nor glue are made from hoofs or horns, and never were made from them, as they have no gelatin content whatsoever. But here is the cause of that story which is believed by nine out of every ten laymen today. Just within the hoof is the bony cartilagenous material of the foot. That does make good gelatin. And in the inside of the horns is what is called the pith, and that also makes good gelatin, but the real hoof and the true horn cannot be so used.

### **The Raw Material**

In a rough way we may differentiate the stock utilized in gelatin manufacture into three classes. Hide pieces selected from calf skins make a very strong gelatin. The whole skins are not used for this purpose, as they are more valuable for the making of fine leather than for making gelatin, but the cuttings that are discarded by the tanner, the small strips and skivings, are valued by gelatin manufacturers. Similar cuttings from the older cattle and oxen are not used for edible gelatin, as the product lacks the delicacy of that obtained from calf stock. Sheep stock has a strong taste and is slightly bitter. Coney stock

or rabbit skins also give an unpleasant taste. These latter, the cattle, sheep, and coney stock, may give a product that possesses all of the other desirable qualities of gelatin except edibility, and for commercial gelatins are highly prized. Their jelly strength is often much higher than that made from calf skins.

Certain bony parts of the calf are also used in edible gelatin manufacture. The pates or faces are valued highly, and the feet after the removal of the hoof are much used. Pig feet are also sometimes employed.

Of greatest importance is the material known as ossein. This is prepared from bones by first extracting the fats and oils with benzine or some other solvent and then allowing the degreased bones to stand in weak solutions of acid until practically all of the lime and

phosphate are dissolved out. The matrix which remains consists of the internal organic structure of the bone. This is thoroughly washed and dried, then broken up into small pieces, and comes on the market in this form. Nearly all of the ossein utilized in the United States is imported into this country from Belgium and Austria.

These three types of stock constitute the basis for edible gelatin manufacture. The treatment which the raw hide and bone stock are given in preparation for the cooking is somewhat different, but the hide pieces and dry

### **Dr. Bogue's Complete Serial on Edible Gelatin**

MAY:  
**Raw Materials and Manufacture**  
JUNE:  
**Constitution and Properties**  
JULY:  
**Testing and Grading**  
AUGUST:  
**Chemical and Bacteriological Action**  
SEPTEMBER:  
**Buying and Handling**  
OCTOBER:  
**Dietary Value and Physiological Action**  
NOVEMBER:  
**Importance in Food Products**

This series will be supplemented by articles from candy superintendents on the practical handling of gelatin in candy making.

Shall we enter an extra subscription sent to your home address where these instructive articles can be studied at your leisure?—Editor.

ossein are treated similarly, except for details in the technique.

### Preliminary Treatment

The hide and ossein stock is first washed carefully to free it of any blood or salt or other extraneous material, and then allowed to soak in a suspension of milk of lime. The lime water serves two distinct purposes. In the first place it dissolves out any albuminous or mucinous material that may be present. These substances possess no gelatinizing properties, and are specifically undesirable since they readily coagulate and produce a cloudiness in the gelatin. Turbidity is often traceable to these bodies. The most obvious action of the lime is, however, to cause the stock to swell up, to become plumped. If this were not effected it would require a long boiling to bring the material into solution, and such prolonged action of the water would greatly impair the strength and value of the ultimate product.

The customary practice in liming is to allow the stock to remain in the lime suspension for two weeks, then to change the solution, allowing it to remain in the second solution for two to four weeks, and again in a third charge for about the same length of time. After this it should be in a well-plumped condition. It is then washed till free from lime and the water is clear. This is accomplished by causing it to be squeezed between corrugated rollers in fresh water. Some manufacturers add sulfurous acid at this stage to assist in the complete neutralization of the lime. This acid has the further advantage of being an excellent bleaching agent and a disinfectant. Sulfurous acid is not permitted in food products except in very small amounts, but if the proper care is exercised in its subsequent removal by washing in pure water before cooking, there can be no objection raised to its use. Phosphoric acid or mineral acids may sometimes be added in very dilute solutions for the same service, except that the latter have no bleaching power. A slightly acid reaction is regarded by most manufacturers as favorable, since it largely prohibits the growth of molds.

### The Boiling Process

After this treatment the swollen and neutral or slightly acid stock is ready for what is called the boiling process. In this operation the stock is placed in large kettles on a false bottom and water added to just cover the material. No

chemicals or other ingredients are added. The kettles may be covered or not, but it is more satisfactory that they be covered. The heat is most advantageously supplied by live or superheated steam applied to an outer water jacket. In this "double-boiler" type of cooker neither the steam nor the pipes come into contact with the gelatin solution or stock. In many plants, however, the steam coils lie on the bottom of the single kettle, beneath the false bottom. The temperature should be carefully controlled, and for the best product is not allowed to exceed 80°-85° C. Stirring slowly or agitating by compressed air hastens the extraction process and provides for a more uniform heating.

During this cooking process the hide of ossein becomes slowly hydrolyzed and dissolved and passes into solution as gelatin. The fats and oils that may be present also become freed from the tissue and rise to the surface. These fats are removed by skimming, this sometimes being done by hand and sometimes by gravity draining of the surface layers.

At the expiration of 6 to 8 hours the solution containing the gelatin, which has been dissolved by the hydrolyzing action of the hot water on the tissue, and from which the fats have been removed as indicated, is drained from the stock. This lot of liquid is spoken of as the first "run" or "boiling," and normally produces the gelatin of the greatest jelly strength and the highest clarity. Water is again added to cover the remaining unhydrolyzed stock, and the same treatment repeated, except that a slightly higher temperature and a somewhat longer period of reaction are given. The liquid drained off from this lot is called the second "run" or "boiling." From three to five of these treatments are given, the only difference being the higher temperature and longer period allowed for each succeeding one. The strength and clarity of the final product decreases with each successive run.

### Clarification, Concentration, and Drying

These solutions may or may not be filtered or clarified, but for the most sparkling products these processes are desirable. For simple filtration, the cellulose filter, consisting of loosely packed paper pulp, is the most efficient. For clarification, egg albumin is often added to the comparatively cool solution, and the latter then slowly warmed until the albumin coagulates. Upon standing the coagulum settles to the bottom, leaving a very brilliant supernatant gela-

(Continued on page 54)

## Send In Your Inquiry About Gelatin

THIS series of articles by Dr. Bogue is intended to present a foundation for a thorough understanding of the subject of Gelatin. We would be glad to receive inquiries regarding any phase of this subject; any points mentioned in these articles which are not clear will be explained and every effort will be made to give our readers the benefit of the most advanced thought and research work on gelatin as applied to candy making, also an exchange of practical information and experiences between practical men of our industry.

Send in your questions and problems—write up your way of handling gelatin which has proven successful and satisfactory. Let's thrash out this subject at the Roundtable.—Editor.



## The Relation of Advertising to the Manufacture of Confections

(Continued from page 23)

their brands are assured of a steady volume of business.

Many a manufacturer has learned in the last year that he cannot have sales problems decided profitably and conclusively by the board of directors, or at a meeting of his salesmen. The real court of last resort is the public, which polls its preference at the counter of the retail dealer.

When the public says: "We want this candy because we know it, and we like it," then the dealer says, "Fill up my stocks," and the jobber becomes a working partner. This is but another way of saying that "sales promotion drives" seeking to "speed up" jobbers and dealers can avail little without public preference and acceptance.

In the last analysis, business may be compared to a channel through which trade flows. As goods move from the manufacturer to jobber, then to the dealer and on to the public, obstructions may occur. Insufficient profits for jobber or dealer, lack of efficient salesmanship, faulty price adjustments and other similar factors can dam up the channel which needs constant dredging at the point between dealer and the public. Public preference is like a suction at the far end of the channel which pulls merchandise through it.

After all, I believe that the whole confectionery business will be on a better profit basis when there is less worry about what competitors are doing and more attention to the building of demand and acceptance for individual brands. Then, faint-hearted and questionable competition will be placed at a disadvantage which it cannot easily overcome and there will be a more stable basis for trade than a temporarily lower price, which may be cut under any day.

### A SAFE BET

Herbert Kaufman says

"Substitutors and adulterators, quality skimpers, sweaters and other members of the business underworld do not believe in advertising. Only an honest man and an honest product dare to bear a name in the open.

"When a manufacturer adds a trademark to his goods, he bets the consumer that they are right. When he stamps that mark in printers' ink and impresses it on the country, he bets that they are better than unadvertised brands. Widely known men and articles can't misbehave. Everybody talks about them. Advertised goods must maintain their character. They can't escape criticism. Crooked merchants and makers avoid publicity for the same reason that a thief doesn't leave a visiting card."—From *Upressit Gossip*.

## Announcing

A series of articles on

# Air-Conditioning and Refrigeration

by A. W. LISSAUER

Starting with June Issue

Exclusively for *The Candy Manufacturer*

The following is an outline of the entire series:

1. Introduction, with a discussion of the importance of the subject to the candy manufacturer.
2. The problems from the candy manufacturer's standpoint; outlining the departments that require refrigeration.
3. The history of refrigeration as applied to the candy industry, starting with the problems of the primitive untreated factory to the perfect solution of the problems of the factory which is completely equipped in the most modern way.
4. A discussion of the theories of refrigeration in practical language, leading to a summary of the points which every purchaser of refrigeration should know in order to select intelligently; also a discussion of the machinery employed, not only as to the operating machinery itself, but, also, the methods of applying the refrigeration effect.
5. The factors that determine the amount of refrigeration required for a factory; the heat inflow and also the moisture which must be accounted for. An outline will be given showing how to reduce the refrigeration requirements to a minimum and how and when to save either on first cost or operating expense.
6. A complete description of the highest development of the application of refrigeration to the candy industry; i. e., air conditioning, including description of apparatus employed and also of departments which can be so treated and the way in which these departmental problems can be solved completely and with the greatest efficiency.
7. Conclusion, and summary of the advantages to be derived from the use of refrigeration; statement of savings to be obtained and a general rule to be considered when equipment is to be purchased so that the candy manufacturer will get the best results and maximum protection at the lowest price.

**Factory Superintendents:** Please send in your questions and problems about any detail of refrigeration or air conditioning. Write up a story about your own plant if you have worked out an idea which you believe might be of interest to other superintendents.—Editor.

THE CANDY MANUFACTURER PUB. CO.,  
Stock Exchange Bldg., Chicago.



## **Food Flavors**

### **Source, Composition and Adulteration**

(Continued from page 29)

broad field of flavors, we are in a position to examine the individual flavors specifically, although it will be appreciated that lack of space will prevent more than an outline of the salient features of each one of the more than one hundred flavors contained in the formulas used by the manufacturer of confectionery, bakery and culinary products and non-alcoholic beverages. Some of these flavors have been described many times and confectioners, bottlers, and housewives are quite familiar with their origin, preparation and composition, while others, such as prickly ash bark, St. John's bread, lovage, etc., which are quite widely used in soft drinks, syrups, etc., are less well-known. It is not our purpose to give formulas for compound flavors, since the publications in the appended list contain scores of formulas for genuine imitation compound flavors. It is thought that brief descriptions of the source and characteristics of the individual flavors will be of interest to the users, and broaden their general knowledge of products which they handle daily in the preparation of food. The data given in this paper have been collated from various sources, including the files and special reports of the Bureau of Chemistry, but chiefly from the texts listed in the bibliography, to which full credit is hereby extended.

#### **Allspice or Pimento**

1. Allspice or pimento is the dried unripe berries of an evergreen tree about thirty feet high, which grows in the West India Islands and in Mexico, Costa Rica and Venezuela. Large quantities are exported from Jamaica. The oil distilled from the spice consists chiefly of eugenol, which is also the chief or characteristic constituent of oil of cloves, cinnamon leaf, and bay. The volatile oil, which is obtained from the spice to the extent of 3.5 to 4 per cent, is soluble in two volumes of 70 per cent alcohol, and is quite similar to clove oil.

#### **Almond**

2. Almond: Bitter almonds are the fruit of a tree of moderate size bearing white flowers, which is cultivated in Europe, Asia, Northern Africa and California. The kernel or seed when pressed yields a fixed oil, which is not employed for flavoring. When the pressed cake is crushed, digested with water and distilled, oil of bitter almonds is obtained in a crude form, mixed with small quantities of the poisonous hydrocyanic acid, which must be destroyed before the article is used for flavoring. Ninety to ninety-five per cent of oil of bitter almonds consists of benzaldehyde, which can be manufactured economically from coal tar. Apricot, peach, cherry and seeds of other stone fruits yield a volatile oil similar to oil of bitter almonds, and, in fact, the Department defines oil of bitter almonds as the volatile oil obtained from the seed of the bitter almond, the apricot

or the peach. The oil or preparations made from the oil, viz., extracts, emulsions, etc., are used to give an imitation cherry flavor to confectionery, candied cherries, flavoring syrups and soft drinks. Benzaldehyde is frequently used as a substitute for the oil. It may be mentioned that benzaldehyde easily oxidizes to benzoic acid, a substance which has an odor.

#### **Amber Seed**

3. Amber seed, musk seed or ambrette is a seed with a musky odor of a plant cultivated in warm countries. It is used as a perfume and is mixed with coffee by the Arabs.

#### **Ambergris**

4. Ambergris is a product of the sperm whale, found in its intestines and floating in the sea. It is nearly tasteless, and an alcoholic solution of it is used as an aroma fixative.

#### **Angelica Root**

5. Angelica Root and Angelica Seed: The leaves, root and seeds of the perennial herb *angelica officinalis* all supply aromatic oils. The plant is a native of Europe and is cultivated in Saxony. The oil distilled from the root is most generally used, 0.5 to 1.0 per cent being obtained from the dried root. This oil has a high ester value, 12 to 40 per cent. Angelica balsam is obtained by extracting the roots with alcohol and evaporating. An oil is also distilled from Japanese angelica root. Angelica oil is employed chiefly in the manufacture of liquors.

#### **Anise Seed**

6. Anise Seed; Star Anise Seed: Anise is the seed of an annual plant, cultivated in Russia and other parts of Europe, Asia Minor and South America. Star anise, a tree 25 to 45 feet high, is found chiefly in Southern China and Tonkin. The young fruits of the star anise are star-shaped, hence the name. Most of the commercial oil is that of the star anise, which is practically identical with true aniseed oil, except that the latter is stated to have a more delicate odor and flavor. The principal constituent of both oils is anethol, which occurs to a considerable extent also in fennel oil. Anethol is used in the manufacture of anesic aldehyde or artificial hawthorn perfume. The oils are soluble in three volumes of 90 per cent alcohol.

#### **Aspic or Spike Lavender Oil**

7. Aspic or Spike Lavender Oil: This flower oil is used largely in cheap perfumery. It has a camphoraceous odor similar to that of true lavender and rosemary, a high content of higher alcohols, usually more than 28 per cent, expressed as borneol. The pure oil is soluble in 2 to 2.5 volumes of 70 per cent alcohol. It is sometimes adulterated with turpentine and is used as an adulterant of oil of lavender. The French and Spanish oils are well-known articles of commerce. Balm, balm mint or melissa is an aromatic flowering plant belonging to the mint family. It has a lemon-like odor and acrid taste and is used in flavorings and medicines.

(To be Continued)



## Welcome to Chicago

***T**O have you come and see us, while in Chicago, will give us great pleasure, and we can assure you that we will not ask you to buy anything while you are calling.*

*But we have a real factory to show you and are sure that you will be interested in seeing how the hand-hammered copper kettles are made.*

*You will find something to add to the store of things you know. Seeing things is better than merely hearing of them.*

*You will know more about a candy machine that you see in the process of making than you will by reading an advertisement.*

*Then we are rather proud of our home—our business home. Fifty years ago an office was merely a place to slave away the hours, and the more dismal it was the more it seemed to fit into the scheme of things, into the seriousness of business.*

*Today one's factory or office is viewed as worthy of the best that can be put into it, worthy of being made bright, cheerful and comfortable.*

*We have learned that the greatest efficiency is not possible in dark, dirty and gloomy surroundings. We realize that more than half of our waking hours are put into our business and*

*that means that half our lives at least are not to be made less pleasurable than the other half.*

*And it pays to have the things around you of a kind that stimulates effort.*

*There are many things to see in Chicago, and while it may be said by those who live at other places that Chicago is a "good place to come away from," yet it will be admitted that Chicago is worth seeing, that the hustle and bustle of a large city leaves an impression that least changes the current of the visitor's thoughts and starts new ideas on the way, or arouses some that have become dormant.*

*Chicago is a good place to come to—as well as "a good place to come away from"*

*for those who do not live in Chicago.*

*But if you live here, the conception is reversed. We of Chicago like it because it is our home.*

*Again Chicago has an atmosphere—a trade atmosphere that is all its own. It's people are good average folks, not supermen by any means, yet there is something about Chicago that makes it worth while as a home and as a place of business.*

*Come and see us.*



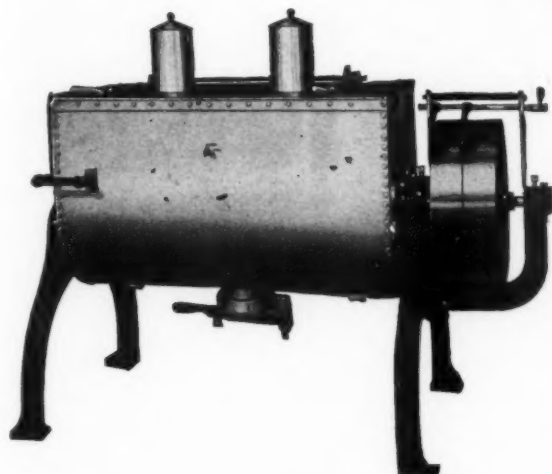
**Are you receiving the regular edition of *THE CHIEF*?**

**A spicy, newsy monthly, house organ—mailed free—send in your name**

## SAVAGE BROTHERS CO.

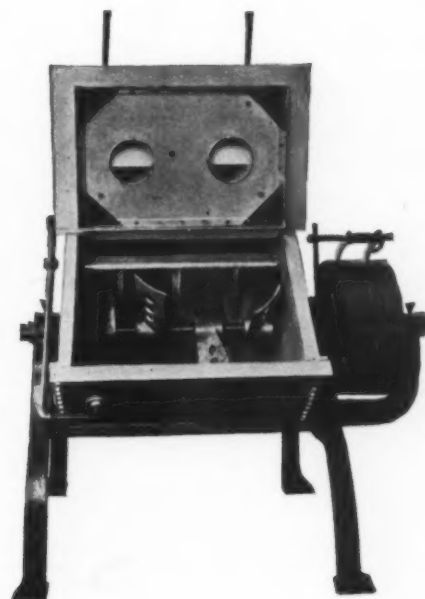
2638-46 Gladys Avenue

CHICAGO, ILL.



Capacity	Size of Pulleys	Floor Space	Capacity in Gallons	H.P.
60 lbs.	18 x 3 in.	50 x 18 in.	50	3
150 lbs.	20 x 4 in.	58 x 36 in.	80	5
200 lbs.	20 x 4 in.	72 x 36 in.	110	7½

Send for Descriptive Circular.



## The Savage Assures Success

The secret of successful marshmallow manufacture lies in the proper beating of the goods.

No matter how excellent your ingredients may be, no matter how carefully the proportions are measured, if you are not equipped with a properly constructed and mechanically correct device for beating and cooling the goods, your efforts will not be crowned with the greatest success.

### The Savage Marshmallow Beater Leads

for the very simple reason that, like the entire Savage line, this machine is built by experts,—by men who know the candy business, who know the difficulties confronting the manufacturer, and have produced the necessary mechanical equipment to meet these difficulties.

The fact that this beater is so sturdily and carefully built makes the first cost the only cost. The construction is so simple that

you are never troubled with adjustment of the parts. There are no gears, chains, or complicated parts to get out of order.

If you are looking for a machine that will run day in and day out without repair or replacement, that is constructed to produce the greatest quantity of the highest grade goods, you will not be satisfied with anything but the Savage.

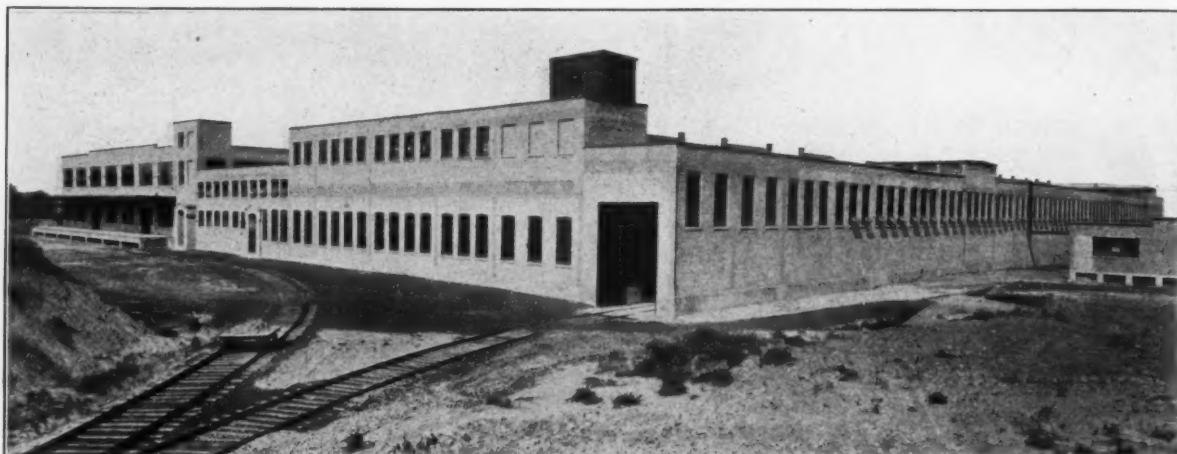
*Send for new illustrated circular fully describing this wonderful machine*

## SAVAGE BROTHERS CO.

2638-46 Gladys Avenue

CHICAGO, ILL.

# "U. S. GEL"



□ □ □ WORLD'S LARGEST INDIVIDUAL GELATINE FACTORY □ □ □

## UNITED STATES GELATINE CO.

MILWAUKEE, WIS.

**U.S.** Gelatine is produced in the World's Largest Gelatine Factory, which means Uniformity, Purity, Strength at the Right Price. Stock used in the manufacture assures a bright, clean, orderless Gelatine.

□ □ □ VISIT OUR BOOTH, No. 137, AT CHICAGO COLISEUM, MAY, 22-27. □ □ □









THE CHICAGO COLISEUM

1513 SOUTH WABASH AVENUE

Home of the Official  
NATIONAL CONFECTIONERY  
and Associated Industries  
EXPOSITION

MAY 22-27, 1922

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Complimentary Tickets and Transportation Passes Issued from Convention Headquarters  
at Drake Hotel

# Industry Co-operation and Co-ordination

An Editorial directed to Executives, Superintendents and Buyers

by **Felix Mendelsohn**

*President and General Manager, The Expositions Company of America*



If, in order to bring himself up to the level of the knowledge of his day, it were necessary that each man should discover everything embraced in that knowledge by his own research or experience, he would never reach the desired point though he worked all his life. By far the greater part of what each individual knows he receives from others, from what has been done in the past and is being done in the present. His own discoveries and experience constitute an infinitesimal fraction of his knowledge.

## About Those "Trade Secrets" (?)

This applies to his knowledge of his business or the industry in which he is engaged quite as much as to all other branches of knowledge. Even though a man may never have worked but in one place, still he has learned but little of himself. Most of his knowledge has come from others, whether he knows it or not. His greatest job is to absorb and digest it. Many men have found that things which they thought they had developed privately and no one else knew anything about, were practically the same things that other men of their industry had treasured more or less secretly, but were in common knowledge in the trade. They had lost large amounts of time developing for themselves what they could have learned quickly and perhaps better if they had taken advantage of every opportunity to cultivate the acquaintance of competitors and fellow workmen in other parts of the country.

One of the most important functions of trade organizations is to supply the place and channels by which the general knowledge of the industry may become its common knowledge. With the exception of an occasional real trade secret or patent, everybody is helped by giving his knowledge of the business to others and taking in return what the others have to give. This industrial co-operation finds its most effective expression in the trade exposition.

## The Association Spirit at the Exposition

Much can be learned by individual intercourse with fellow manufacturers, superintendents, buyers, engineers, etc. Curiosity can be stimulated and to a great extent gratified by

conversation with the traveling representative of the machinery or supply house who wants to sell goods to the manufacturer and who is usually a specialist in his line.

The trade exposition makes everything concrete, tangible, real. It visualizes things, that is to say, it introduces them into the mind through the eye, which is the most effective introduction and the most convincing argument. It not only makes things clear, but it does so in a few moments of time, where other means of study require hours, days and months to familiarize oneself with the same products and equipment.

The executives and department heads of a candy factory will find on display at this national exposition the reputable products that enter into the manufacture of all kinds of candy. The raw materials will be shown in endless variety. In some cases, the exhibitors are going to considerable effort and expense to show how the materials they handle are produced, harvested and marketed and will explain in detail their technical features.

Manufacturers of machinery will have their equipment in operation, showing by actual test what they can do, which beats all the assurances of salesmen and experts as to their capacity and quality. There will be many displays of candy packages and containers of all kinds showing their merchandising merits and possibilities. Candy manufacturers will show the finished goods, both for the instruction of the jobbers and dealers and the edification of the public.

Manufacturers, superintendents and purchasing agents will meet many others similarly engaged. Nothing is more instructive than the exchange of experiences and opinions with one's fellows engaged in similar pursuits while the subject of discussion is right before them. If you happen to be looking at a machine and another man engaged as you are comes up and you discuss the matter with him, you are likely to learn all there is to be known about the machine.

There is one element about a trade exposition that should not be forgotten. Nothing helps so much to develop a feeling of pride in one's industry and a sense of its magnitude and splendor as to see it displayed in a grand panorama in an impressive and artistic setting. If the executive succeeds in instilling this feeling of pride and power in his department heads, it will percolate to the factory in general and develop a spirit of loyalty that will be of incalculable value. It is these intangible values that determine the success of an industry.





## With the Exhibitors

The exhibitor's firm name, space or booth number at the Coliseum and a brief news item about each respective exhibit based on information received in answer to questionnaires. Where only firm name and space number appears, the questionnaire was not returned.—Editor.

### EXHIBITORS TO THE MANUFACTURING TRADE:

#### Acme Steel Goods Company. No. 19.

Exhibiting: Acme box strapping, Acme nailless strapping system, Acme pail clasps.

In attendance: H. H. Clark, F. J. Deacon, F. R. Grove.

#### Aluminum Company of America. Nos. 191-192.

Exhibiting: Aluminum foil.

In attendance: R. E. Powell, R. B. Ferree, E. J. Mejia, E. A. Williams.

#### American Coconut Butter Company. No. 80.

Exhibiting: Coconut butters.

#### American Oven and Machine Company. No. 150.

Exhibiting: One (1) 3-bbl. patent "New Era" compromise mixer, for mixing chocolates, fondants, lozenges and similar products.

In attendance: George Royan, factory superintendent, and P. O. Diederichs, vice-president.

#### American Pastic Products Corporation. No. 114.

Exhibiting: Candy boxes, Plasto Jaeger models, colored, antique; 144 different designs for hand-painted boxes; and designs made to order.

In attendance: H. Rheb, E. Jones.

#### The American Sugar Refining Company. No. 79.

Exhibiting: A comprehensive exhibit of the process of refining sugar from the sugar cane to the finished product. Also an "almost human" machine, which will fill, seal and deliver sugar in packages, illustrating the method of preparing Domino sugars. These packages will be distributed gratis.

#### Atlantic Gelatine Company. No. 99.

Exhibiting: Atlantic Pure Food Gelatines.

#### Franklin Baker Company. No. 124.

#### Joseph Baker Sons & Perkins Company, Inc. Nos. 48-49.

Exhibiting: Baker Automatic Continuous Sugar Cooker in actual operation by steam from gas fired boiler and used in conjunction with equipment manufactured by E. J. Brach Co. and a York Batch Roller, producing the finished goods—a complete production unit.

In attendance: W. D. Bleier, J. C. Caley.

#### Bear-Stewart Co. No. 105.

Exhibiting: Nougatine, supreme caramel creme, certified paste colors, concentrated flavorings, preserved fruits, etc.

In attendance: Mr. Chas. Bear, Mr. E. W. Stewart, and others.

#### Bendix Paper Company. Nos. 58 and 59.

Exhibiting: Specially designed box wraps, padding material, imported Watoline with a glassine

back, Bendipads, Bendifane, hand-colored pictures; in fact, "everything for the candy box, except the candy."

In attendance: C. W. Kingsbury, manager of sales; R. L. Magaw, Chicago representative.

#### Blanke-Baer Extract and Preserving Company. No. 62.

Exhibiting: Fruits, flavors, vanillas, colors, etc.

In attendance: Dr. S. H. Baer, president; Wm. H. Sullivan, advertising manager, and Geo. E. Sanderson, J. S. May, J. E. Flanagan, salesmen. Also in attendance: Mrs. S. H. Baer and Mrs. Miller Winston.

#### Emil J. Brach, Confectionery Machinery. Nos. 50-51.

Exhibiting: The Brach Continuous Cutter and the Brach Cooler and Conveyor in actual operation. The candy will be cooked with a Baker-Perkins Continuous Cooker, handled on a York Batch Roller and then to the Brach Continuous Cutter, Cooler and Conveyor, thus making a practical demonstration of a complete production unit.

#### Bucyrus Copper Kettle Works. No. 109.

#### B. H. Bunn Company. No. 149.

Exhibiting: The Bunn Package Tying Machines, new model special candy box machine, which ties five-pound box both ways at one operation.

In attendance: B. H. Bunn, Harry E. Bunn, and assistants.

#### The Candy Manufacturer Publishing Company. Nos. 8-9.

Exhibiting: Prospectus of "The Candy Manufacturer Blue Book," the first and only complete year book and buyers' directory of candy and chocolate machinery, factory equipment and confectioners' supplies of all kinds.

Complete file of previous issues of "The Candy Manufacturer."

A question and suggestion box to receive the written questions and problems of our readers to be handled through the information bureau of the magazine.

In attendance: Prudence M. Walker, circulation manager, Caroline Burtis, Frank Sobey and Earl R. Allured.

#### Clinton Corn Syrup Refining Company. No. 12.

Exhibiting: Corn syrup and allied products.

#### A. M. Collins Manufacturing Company. Nos. 209-210-211.

Exhibiting: High grade candy boxes.

In attendance: Mr. E. R. Linnard and Mr. A. W. Hutton.

(Continued on page 43)

# ACME STEEL GOODS COMPANY

2840 ARCHER AVENUE

CHICAGO



*Be Sure*

to see a demonstration of our

## ACME NAILLESS SYSTEM

of strapping wooden and fibre board

## CANDY CONTAINERS

which serves manufacturers and shippers in delivering their products safely and economically.

*AT BOOTH 19*



## WITH THE EXHIBITORS—Continued

### Confectioners' Mercantile Agency. No. 206.

Exhibiting: Big dummy model of the "Green Book." Also reports, etc.

In attendance: Julius J. Klein, general manager; Benjamin Locker, sales manager; Lester A. Loeb, advertising manager.

### The Conley Foil Company. Nos. 213, 214, 215.

Exhibiting: Conley foil.

In attendance: Mr. L. B. Travis, Chicago representative, and Mr. R. L. Eddy.

### Container Club, An Association of Fibre Box Manufacturers. No. 64.

Exhibiting: Corrugated and solid fibreboard shipping boxes and interior packing for same.

In attendance: G. S. Browder, general manager; A. J. Newman, secretary-treasurer; J. W. Webb.

### Downey, Turnquist & Company. No. 178.

### T. M. Duché & Sons. No. 24.

Exhibiting: Gelatines, confectioners' supplies, such as shelled nuts, cocoanut, etc.

In attendance: R. B. Farquahar, manager, R. G. Lorson, E. V. Woollard, C. W. Shape, W. F. Graessle.

### Thomas W. Dunn Co. No. 20.

Exhibiting: Gelatine, flake, granulated and sheet, for use in the confectionery and ice cream trades.

In attendance: Mr. F. E. Hollweg, vice-president, and several salesmen of the company.

### Eline's, Inc. Nos. 112-113.

Exhibiting: Chocolate coatings and liquors, and cocoa.

In attendance: Messrs. Hornbaker, Dunn, Griffith, Downey, Freytag, Hirsch and Preston.

### Essex Gelatine Company. No. 217.

Exhibiting: Essex Pure Food Gelatine for manufacture of marshmallows.

In attendance: L. B. Ismon, manager; H. M. Colman, eastern representative; R. E. MacFarland, western representative.

### Fortune Products Company. No. 63.

Exhibiting: Chocolate coatings.

In attendance: F. P. Keogh, M. G. Gabler, J. E. Temple, L. G. Whitaker, M. C. Watters.

### The Franklin Sugar Refining Company. No. 11.

Exhibiting: Cane sugar products.

In attendance: Charles W. Nordland, chemist; Robert J. Shaw, in charge of exhibit; T. I. Eldridge, electrician, in charge of Floss Candy Machine.

### Frauben-Oliston Company. No. 184.

Exhibiting: Novelties; Booteros—a new toy.

In attendance: Edward E. Clark, Mildred Jones Clark.

### The Fries & Fries Company. No. 108.

In attendance: Robert G. Fries, Ralph Bloom, Sidney Rosenheim, R. Brown.

### General Electric Company. Nos. 134-135.

Exhibiting: Reception space and service on motor troubles.

In attendance: C. T. McLaughlin, S. E. Unca-pher, C. H. Scott, T. B. Ellis.

### Gerrard Wire Tying Machines Company. No. 124.

Exhibiting: Machine and wire for binding and reinforcing shipping cases.

In attendance: Mr. E. J. Johnson, Mr. E. Anderson.

### Grand Rapids Label Company. No. 138.

Exhibiting: Display of stickers and embossed seals.

In attendance: W. Wallace Muir and Fred B. van Hartesveldt.

### Haug & Company. No. 190.

Exhibiting: Haehnlen's chocolate hardener, Ceylon cocoanut, albumen colors, gelatine.

In attendance: George Haugwitz, Louis Price, Robt. Moench.

### Hazel Atlas Glass Company. No. 106.

Exhibiting: Flint glass jars and bottles for hard candy.

In attendance: J. S. Algeo, sales manager.

### The Hobart Manufacturing Company. No. 89.

Exhibiting: Hobart candy mixers, whippers and beaters of various capacities.

In attendance: Mr. H. L. Johnston, vice-president and chief engineer; Mr. Gus Diehl, candy expert; assisted by various members of our Chicago organization.

### The Hudson Manufacturing Company. Nos. 174-175.

Exhibiting: Vanilla products and concentrated vanilla.

In attendance: Mr. Gabe S. Wegener, president, Mr. W. S. Rector, Mr. J. J. Meyer, Miss Sally H. Mahoney, Mr. G. H. Bulger, Mr. Chris T. Hollinger.

### Ideal Cocoa and Chocolate Company. No. 10.

Exhibiting: Fall line coatings, liquors and cocoas, and chocolate specialties.

In attendance: W. B. Nesbitt, vice-president; H. R. Strehl, sales manager; R. O. Melzer, plant manager; also G. D. Bitzer, C. F. Southward, W. P. Kesel, representatives, and E. F. Dalton, Chicago manager.

### The Improved Appliance Company. No. 26.

Exhibiting: Nos. 320 and 331 Thrift Confectioners' Furnaces, also batch warmers and one Thrift fant blower.

In attendance: W. B. Kopfer, George L. Ballard, Miss H. W. Lisenby.

### W. K. Jahn Company, Inc. Nos. 146 and 155.

Exhibiting: Raw materials for manufacturing confectioners, Rico, Owl brands, alubumen, gelatines, nougat cream, caramel pastes, colors, coatings, Jap. gelatines, cocoa butter.

In attendance: Mr. W. K. Jahn, Mr. A. F. C. Schelp, Mr. George W. Shulto, Mr. Ben Reisman.

### The Johnston Tin Foil and Metal Company. No. 5.

Exhibiting: Tin foil.

In attendance: O. D. Bramman, J. L. Boyle, F. H. Penney.

### Kaltenbach & Stephens, Inc. No. 148.

Exhibiting: Narrow ribbons.

In attendance: Messrs. B. S. Tabor and A. S. Janson.

(Continued on page 45)





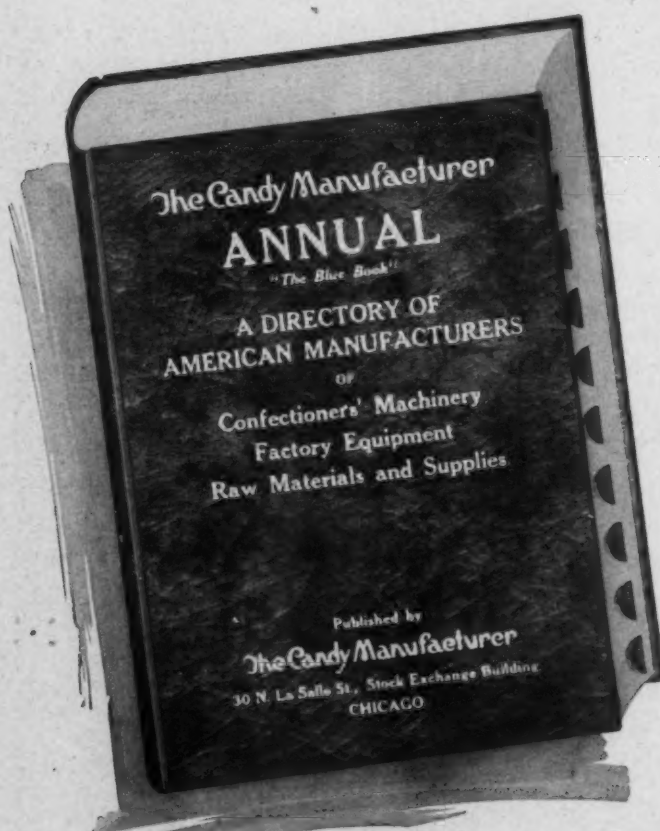
A complete prospectus of

# The Candy Manufacturer Blue Book

will be ready for examination at the

## NATIONAL CONFECTIONERY EXPOSITION

Booths No. 8 and 9—Opposite the Entrance



### CONTENTS:

*In addition to the Directory feature The Blue Book will contain:*

An index of all associations, national, territorial, state and local within the confectionery industry, and the national associations in the allied industries.

Rulings, regulations and legislative situation affecting confectionery supplies and products. Statistical information on the industry. Reports and surveys of special value to the purchasing and sales departments.

A review of books, periodicals and technical literature on candy factory management, methods and materials and the industry in general.

A directory of trade names.

The data for this candy manufacturers' buying guide is being compiled and the book will be issued later in the year. In the meantime our subscribers have access to all information in our directory files. We will be glad to receive your inquiries regarding sources of supply.

### The Directory Section

of the Blue Book will contain the following classifications:

Directory of manufacturers of chocolate and candy machinery, refrigerating machinery, factory equipment, tools and utensils.

Directory of manufacturers and importers of confectioner's colors, flavors, essential oils, gums, extracts and essences, gelatines, starch, corn syrup, molasses, honey, milk products and all raw materials.

Directory of manufacturers of chocolate coatings, liquors, and cocoa butter; cocoanut oils, butters and cocoa butter substitutes.

Directory of brokers and importers in cocoa beans, cocoanut, fruits, nuts, etc.

Directory of sugar brokers and refiners.

Directory of peanut brokers and growers and manufacturers of peanut machinery.

Directory of manufacturers of paper boxes, fancy, set-up and folding; candy containers—tin, glass, redwood, baskets, leather, etc.

Directory of manufacturers of paper box liners, laces, bonbon cups, seals, trimmings, etc., box papers and box tops.

Directory of manufacturers of box wraps, bar wraps, foils, waxed papers, dipping papers, bags and paper specialties.

Directory of manufacturers of shipping containers: corrugated, solid fibre and wood boxes, and pails.

Directory of lithographers and manufacturers of "Dealer Helps" and advertising specialties, window trims, store signs, display cards, hangers, premiums, souvenirs, etc., etc.

### The Candy Manufacturer Publishing Co.

30 N. La Salle St., Stock Exchange Bldg.  
CHICAGO



## WITH THE EXHIBITORS—Continued

### Kay-White Products, Inc. No. 54.

Exhibiting: K-W full cream caramel paste, nougat creme, Kremaiz, marshmallow topping, etc.

In attendance: Messrs. N. Warren White, Carl Kay, and George L. Betts.

### Kearns-Gorsuch Bottle Company. No. 106.

Exhibiting: Flint glass bottles and bottles for hard candies.

In attendance: Theo. W. Powell, manager of sales.

### H. Kohnstamm & Company, Inc. Nos. 70-71.

Exhibiting: Certified and vegetable food colors, pure and synthetic extracts in their original containers.

In attendance: Louis J. Wolf, Harold Weil from New York house, and Hugo Pulver and others from Chicago branch.

### Lehmaier, Schwartz & Company, Inc. Nos. 56 and 57.

Exhibiting: Tin foil.

In attendance: L. S. Siegel, F. W. Flad, E. L. Prindle, Jas. Hopson.

### Menasha Woodenware Company. No. 180.

Exhibiting: Candy pails.

In attendance: W. E. Bond.

### Merrell-Soule Sales Corp. No. 120.

Exhibiting: Merrell-Soule powdered milk and cream powder.

In attendance: H. W. Wing, J. F. Magruder.

### Metal Package Corp. Nos. 23-24.

Exhibiting: Empeco metal candy boxes.

In attendance: A. E. Bruns, E. M. Kaylor, W. G. Gallagher, O. Rindell.

### Milwaukee Paper Box Company. Nos. 204, 205.

### Milwaukee Printing Company. No. 182.

Exhibiting: A complete line of candy bar wrappers, box tops, bon bon cups and paper products, both printed and steel engraved.

In attendance: Mr. W. H. Badke, Mr. Roy Hanson, Mr. Hugo Heller, Mr. A. J. Obenberger, Mr. Wm. Heller, Mr. L. R. Zimmerman, Mr. H. B. Gabriel, Mr. MacPhearson.

### National Aniline and Chemical Company. Nos. 66-67.

Exhibiting: Cakes, candies and other confections, carbonated and plain beverages, ice creams, etc., colored with National certified food colors.

In attendance: Mr. H. H. Replogle and others.

### National Art Company. No. 61.

Exhibiting: Fancy papers, box wraps, gold stamping; in fact, all kinds of box covering materials for the candy manufacturer.

### National Bundle Tyer Company. No. 121.

Exhibiting: Parcel tying machines.

In attendance: J. T. Carpenter, Frank S. Sexton, A. H. Sexton, James Sexton and J. J. Bachmayer.

### National Equipment Company. No. 136.

Exhibiting: Candy and chocolate machinery.

### National Seal Company, Inc. No. 55.

Exhibiting: Duplex seals on glass bottles and jars packed with candy.

In attendance: Thomas L. Briggs, president; Paul Muller, general sales manager; H. T. Borland, sales representative.

### Nucoa Butter Company. No. 60.

### E. and A. Opler, Inc. No. 181.

Exhibiting: Cocoa powder, cocoa butter, chocolate coatings and liquor.

In attendance: Arnold Opler.

### Henry H. Ottens Manufacturing Company. No. 30.

Exhibiting: "Stand-up."

### The F. F. Pease Company, Inc. No. 16.

Exhibiting: A lollypop wrapping machine.

In attendance: F. F. Pease, chief engineer.

### Read Machinery Company. No. 133.

Exhibiting: Read double arm chocolate liquor mixed with jacket, a Read vertical three-speed beating machine and complete equipment for mixing marshmallow preparation of chocolate liquor and general line of beating work.

In attendance: Mr. Lookingbill, Chicago representative, and Mr. L. A. Hirshon.

### Runkel Brothers, Inc. Nos. 52-53.

Exhibiting: Chocolate bars, and also will attempt, if weather permits, to do some dipping of fine coatings, demonstrating the quality, also new strokes, etc. Will dip any coating of our manufacture by request, giving the customer a small box of the dipped samples, so that he can take it back with him and compare it with his own.

In attendance: Mr. Louis Runkel, Mr. Sigismund Fieaux, Mr. A. M. Mullens, Mr. Henry Fitzgerald, Mr. John H. Sargent, and Mr. R. B. Swope.

### F. J. Schleicher Paper Box Company. Nos. 94, 95, 118, 119.

Exhibiting: Master-built candy boxes.

In attendance: Frank H. Schleicher and others.

### S. E. Schonwasser Co. Nos. 144-145.

Exhibiting: Fancy baskets.

### H. Schultz & Co. Nos. 46-47.

### Senneff-Herr Company. No. 65.

Exhibiting: Candy makers' specialties and ice cream toppings.

In attendance: Mr. C. W. Senneff, president and sales manager; B. F. Kreider, secretary; W. E. Grimm, Henry Jung, and others.

### Sethness Company. Nos. 142-143.

Exhibiting: A line of ingredients used in the manufacture of candy, extracts, colors, nougat creams, caramel paste, etc.

In attendance: J. DeVos, W. M. Adams, B. J. Kennedy, H. E. Allen, A. S. Beudette, D. M. Jester, C. H. Davis, Geo. Mirr, Wm. G. Guttenberger, A. N. Barstaedt.

### Harold A. Sinclair. No. 93.

Exhibiting: Delft gelatine.

In attendance: H. A. Sinclair, L. O. Thayer, Frank Z. Woods, S. G. Pettes, W. J. Mitchell, W. G. Ahern, C. E. Riddle, H. Howland Sinclair.



To Manufacturers in Attendance

—AT—

## National Confectioners' Exposition



We cordially invite you to visit our booth, not only that we may have the pleasure of meeting you, but to give us an opportunity to submit to you—

### OUR PRIZE FORMULA

Here it is:

Take all *you* know about making *candy*, add what *we* know about *sugar* and—*mix until you get the desired result.*



THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

## WITH THE EXHIBITORS—Continued

### The Smith Scale Company. No. 141.

Exhibiting: "Exact Weight" scales.  
In attendance: Raymond McCallum, Chicago representative, and Walter S. Smith.

### Stadler Photographing Company. Booth No. 16.

### Wm. J. Stange Company. No. 76.

Exhibiting: Flavors and colors.  
In attendance: Wm. J. Stange, C. J. Fox, R. J. Rooney, A. P. Caird, M. G. Bucky, W. K. Nelson.

### Stein-Hall Manufacturing Company. No. 78.

Exhibiting: Calumet Brand Confectioners' Flour No. 10, for improving marshmallow products; special redried moulding starch; caramel "L" preparation for caramels; confectioners' thin boiling starches for gum and jelly work; Ceylon and domestic cocoanut, and dried egg products.

In attendance: H. J. McKane, sales manager, C. A. Ellis, B. J. Lynch, C. G. Talcott, F. J. Hober, G. M. Evans.

### Swift & Company. No. 115.

Exhibiting: Pure food gelatin.  
In attendance: Messrs. F. W. Mehlhop, M. Strenitz, F. J. Ronan, and C. C. Kemp.

### The Tin Decorating Company of Baltimore. Nos. 96, 97, 116, 117.

Exhibiting: "Tindeco" line of decorated tin packages.

In attendance: Mr. G. M. O'Neil, Miss M. H. Connor, Mr. J. U. Lemmon, Jr., Mr. Stanley S. Smith, Mr. Lorin W. Smith, Mr. W. H. Green, Mr. W. G. Ahern, Mr. Jules Smucker, Mr. E. H. Montgomery, Mr. F. L. Firor.

### United Chemical and Organic Products Company. No. 104.

Exhibiting: Ucopco pure food gelatine.  
In attendance: Paul Manuel, W. M. Korf, J. J. Rawle, P. T. Storr, H. G. Coburn, C. S. Butterworth.

### United States Gelatine Company. No. 137.

Exhibiting: Pure food gelatine.  
In attendance: Louis Reinke, W. C. Valentine, Ralph Garvey, F. F. Volkmann.

### Vacuum Candy Machinery Company. Nos. 102-103.

Exhibiting: Simplex vacuum cookers, plastic presses, sizing machines, Rex cream center maker, etc.

In attendance: J. P. Jaeger, S. S. Whitehurst, John Moeller, C. H. Booth, F. C. Moffat.

### Vorhees Rubber Manufacturing Company. No. 92.

Exhibiting: Rubber candy molds.  
In attendance: Mr. E. M. Frazier.

### L. Weiscopf. Nos. 27, 28, 29, 10.

Exhibiting: Automatic wrapping machinery.

### John Werner & Sons, Inc. No. 45.

Exhibiting: Confectionery machinery.  
In attendance: Theodore Werner, Charles Werner, Arthur Miller.

### White-Stokes Company. Nos. 68-69.

### H. O. Wilbur & Sons. Nos. 140 and 161.

## Trade Publications Exhibiting

### Candy and Ice Cream. No. 31.

### Candy Jobber. No. 32.

### Confectioners' Journal. No. 179.

### International Confectioner. No. 208.

### Northwestern Confectioner. No. 212.

### Soda Fountain. No. 177.

### The Candy Manufacturer. Nos. 8-9.

## Manufacturing Confectioners Exhibiting to the Jobbing and Retail Trade

### Bunte Brothers. Nos. 72-73.

### Candy Craft Shops, Inc. No. 195.

### Clarke's Candies. Nos. 90-91.

### Gallanis Brothers. No. 74-75.

### Listerated Gum Corporation. No. 100.

### National Licorice Company. No. 98.

### Snows Candy Corporation. Nos. 110-111.

### Williamson Candy Company. No. 128.

### J. W. Graf & Company. No. 176.

### Margaret S. Wilson. No. 173.

## Exhibitors Showing Lines Directed to the Retail, Soda Fountain or Ice Cream Trade

### Aridor Company. No. 193.

Exhibiting: Display jars.

### California Fruit Growers' Exchange. No. 207.

Exhibiting: Sunkist fruit juice extractor.

### Cordley & Hayes. No. 84.

Exhibiting: "XXth Century" coolers and dispensers.

In attendance: Mr. F. X. G. Myers.

### Panay Sectional Showcase Company. Nos. 139 and 162.

Exhibiting: Panay horizontal show jars.

### Vortex Manufacturing Company. No. 107.

Exhibiting: Sanitary soda fountain service.

### A. E. Myers & Company. No. 183.

Exhibiting: Ice cream enrobing machinery.





# **READ'S**

extend to you a cordial invitation to visit their exhibit of mixing machinery at booth number 313. Here, mixing machinery of all kinds will be shown in operation, and men, all authorities on mixing machinery, will be on hand to explain the workings of each machine.

**READ MACHINERY CO.**  
**YORK, PA.**

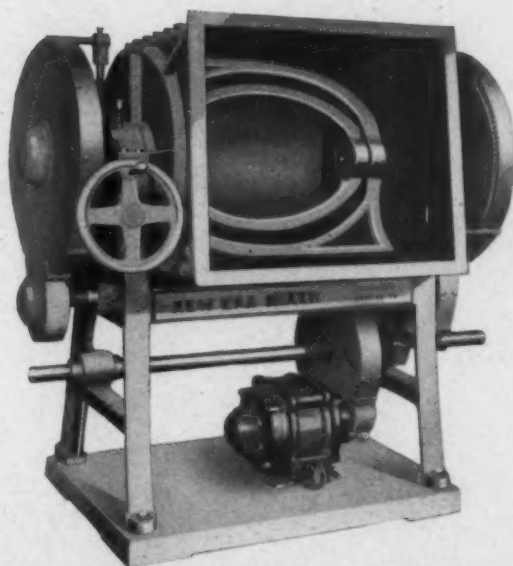
**Mixing Machinery of All Kinds**





# Meet the famous Patent "NEW ERA" Mixer

Booth No. 150



Unexcelled for Mixing  
Chocolate Paste, Fondant Creams and Lozenges

*Send for special bulletin for Manufacturing Confectioners*

**AMERICAN OVEN & MACHINE CO.**

FELIX NOTZ, President

CONWAY BUILDING

CHICAGO



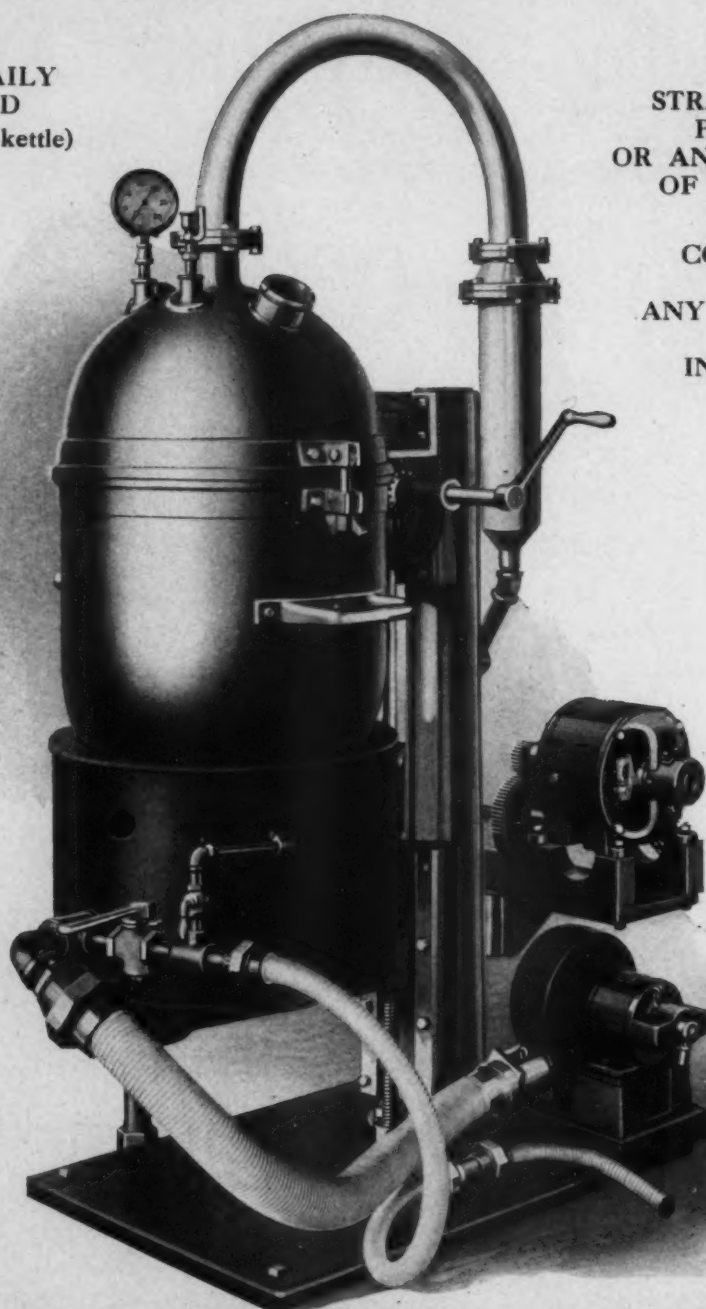
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# Simplex Gas Vacuum Cooker

CAPACITY  
3400 POUNDS DAILY  
GUARANTEED  
(With extra melting kettle)

COOKS  
STRAIGHT SUGAR  
PERFECTLY  
OR ANY PERCENTAGE  
OF CORN SUGAR

COOKS SCRAP  
OR  
ANY COMBINATION  
OF  
INGREDIENTS



BUILT FOR  
STEAM ALSO

*Send for Literature—  
No Obligation*

(Process Pat. June 30, 1914)

The Improved Process for Making Hard Candies  
DRIER WHITER CLEARER

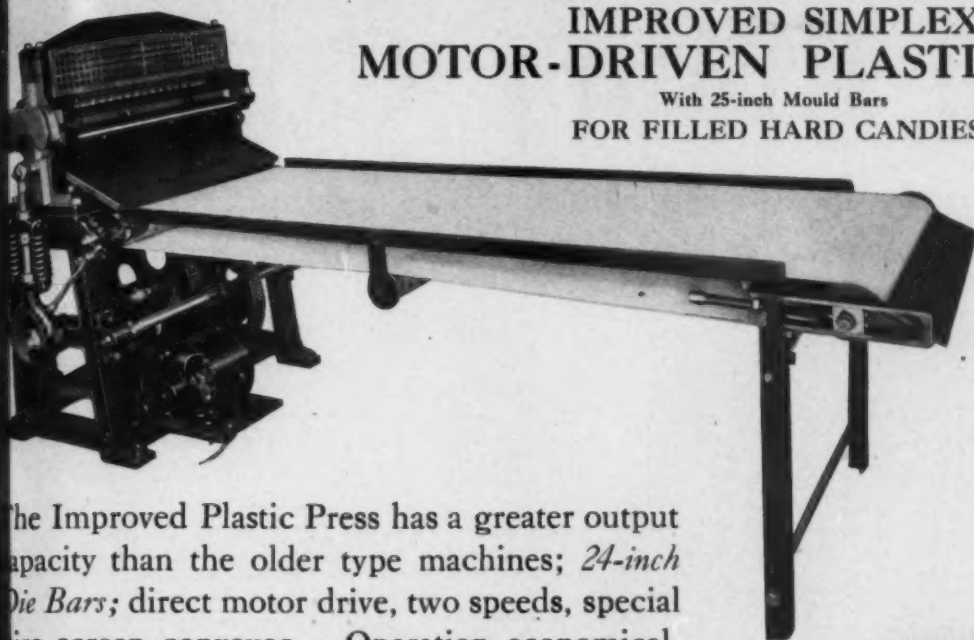
**VACUUM CANDY MACHINERY COMPANY**

CHICAGO, 326 W. Madison Street

74 Pearl Street, JERSEY CITY

## IMPROVED SIMPLEX MOTOR-DRIVEN PLASTIC PRESS

With 25-inch Mould Bars  
FOR FILLED HARD CANDIES



Two Big  
Money Makers

The Improved Plastic Press has a greater output capacity than the older type machines; *24-inch Die Bars*; direct motor drive, two speeds, special wire screen conveyor. Operation economical, simple and exceptionally accurate—every machine given a practical test before shipment.

## Rex Cream Center Maker

"Takes the hand out of Hand Rolls"

Makes more centers in *15 minutes* than a girl can make in a *half day*.

Makes uniform centers any size, flat bottoms.

Eliminates waste in cream and coatings.

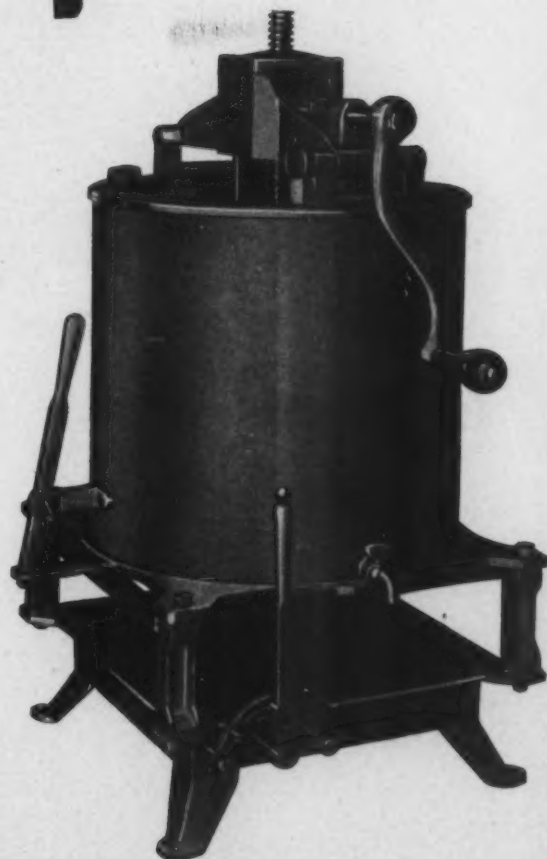
Prevents leaky pieces.

No hand touches cream, no starch necessary, no fermentation, no foreign taste.

*Any girl can operate.*

Save Space, Time, Labor, Worry

Will Save You From \$20.00 to \$60.00 Per Week  
and  
IT DOESN'T COST MUCH



VACUUM CANDY MACHINERY COMPANY

NEW JERSEY CITY, 74 Pearl Street

326 W. Madison Street, CHICAGO



# The Rotary Conche

Invented and developed by a chocolate manufacturer under actual chocolate manufacturing conditions



Front View

## THE ROTARY CONCHE

Capacity, 3200-3600 lbs.  $\frac{1}{2}$ -5 H. P.  
Floor Space, 6' 6" x 4' 6". 6500 lbs. Weight.  
Pulley, 18" x 4". Speed, 300 R. P. M.

## The Story of Rotary Conche

**Y**OU are, of course, interested in equipment that will both save and make money. I have taken over a development in Chocolate machinery that will do both.

### It Is the ROTARY CONCHE

The ROTARY CONCHE, compact as to floor space, occupying 6½ ft. by 4½ ft., with a capacity of 3,000 to 3,600 pounds, requiring very low rate H. P., must, I know, interest manufacturers who desire conservation of space, improvement of the quality of their product, and a production of economies that far exceed any other machine for developing chocolate.

The ROTARY CONCHE is a metal shell, within which heavy steel rolls are so arranged that the chocolate is constantly rubbed between them and the shell, and the **entire mass of chocolate** (say 3,300 pounds) is **constantly in motion**—all dead ends and sides are eliminated and fully twice the rubbing surface is available per pound capacity than in any other machine.

Ball Bearings are used throughout the machine, and a very substantial worm gear permits direct belting to high speed motor or high speed line shaft when the ROTARY CONCHES are used in batteries.

The machine was developed by a chocolate manufacturer. The **developing and building were conducted under actual chocolate manufacturing conditions.** This machine is built to operate 24 hours per day. A large draw-off gate empties the Conche in a few minutes. In a plant where eleven of these Conches are used they are connected with one pump for transferring chocolate to the moulding and dipping rooms.

Besides a saving in power, labor, floor space, together with a decided improvement in flavor, there has been shown a saving from two to five per cent in cocoa butter for coating work. This saving is without a doubt an important feature to the manufacturer, and I have reason to believe that this cocoa butter saving, alone, will pay for the ROTARY CONCHE within twelve months if used continuously.



# -a Triumph in Chocolate Machinery Design and Performance

Tests have shown savings of from three to five per cent of cocoa butter. Send for full information

Tests have shown that a 3,000-pound batch of Milk Chocolate containing an actual butterfat content of  $28\frac{3}{4}\%$  may be handled with less than 5 H. P. A battery of six machines, occupying a floor space of 32 ft. by 9 ft., is being driven every day by a single 15 H. P. motor.

One firm here in New York, the plant in which the machine was developed, is using eleven of these ROTARY CONCHES. Another very prominent New York firm recently installed one, and are so pleased with the results obtained that they are arranging to install additional equipment.

As previously stated, the ROTARY CONCHE was developed by a chocolate manufacturer who was so dissatisfied with the processes in use that he decided to develop and build a machine under actual chocolate manufacturing conditions. He perfected the ROTARY CONCHE, occupying a limited floor space, giving high production, and **improving the quality of the product.** The first machines were built under conditions that could not exist in a regular machine shop.

The developing and testing of this machine **step by step** in a chocolate plant, will, I believe, appeal to you as exceptional, and will create a confidence that the machine will function properly and produce the results claimed for it. Results that could not be obtained under the usual conditions of creating machines for this or similar work.

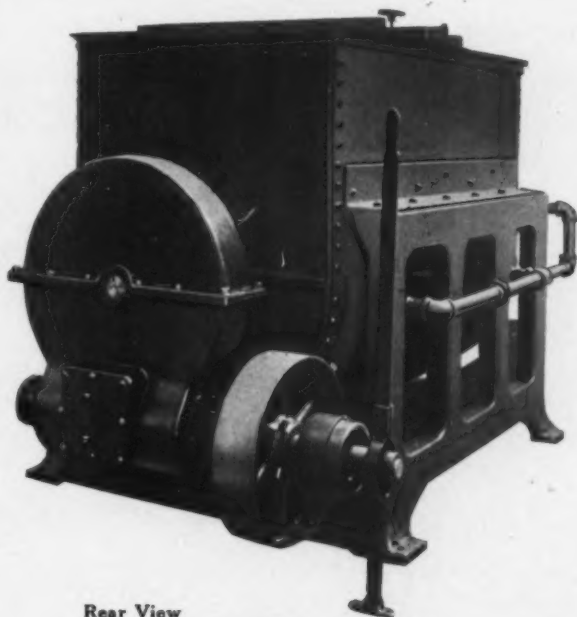
Delivery can be made within four to six weeks from receipt of order.

There are other important features that I will be very pleased to present upon receipt of your inquiry. Just say: "Explain further the ROTARY CONCHE and quote prices." No obligation.

*L. Weiscope*

Sole Sales Agent,

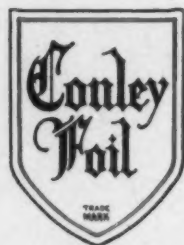
30 Church Street, New York, N. Y.



Rear View

## THE ROTARY CONCHE

Saves power, labor, floor space, and improves quality. Send for information about tests which have been made in chocolate factories.



Forty-three years of experience in foil making lies back of Conley Foil.

Let that experience combine with yours in keeping the perfect condition of your candy products.

Conley Foil protects the goodness of good products—

and gives them a distinctive dress.

---

*A good product—good condition—fine appearance—  
make good sales*

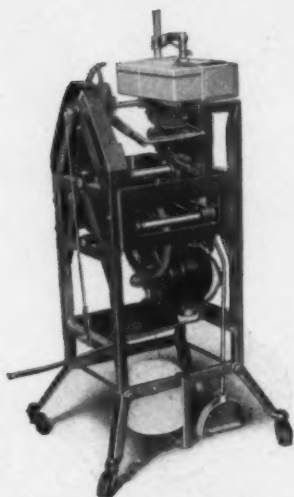
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## THE CONLEY FOIL COMPANY

541 West 25th Street, NEW YORK CITY



# The Tying Machine you have been looking for



## A Few Satisfied Users

United States Post Office Dep't  
Using FIFTY Machines  
American Tobacco Co.  
Using TWENTY Machines  
Rand, McNally & Co.  
Using SEVEN Machines  
Port Orange Paper Co.  
Using EIGHT Machines  
Johnson & Johnson  
Using FOUR Machines

TIE your five-pound candy boxes on the new model Bunn Box Tying Machine, which winds string both ways at one operation, tying tightly.

**Rapid! Efficient!**  
**Economical!**

A thoroughly developed and reliable mechanism, good for years of hard service. Also one-way tying machines—double wrap. Models to suit all purposes.

The Bunn organization stands back of every machine and cheerfully cares for it free for one full year. Ten days' free trial, and no sale until customer is thoroughly satisfied.

*Let us send you literature with  
net prices on our entire line.*

## B. H. BUNN COMPANY

7329 Vincennes Avenue  
CHICAGO, ILLINOIS, U. S. A.



# ALL PAPER BOX COMPANY

115 to 125 South 8th Street, ST. LOUIS, MO.

The Home of High Class Boxes



The above are only a small part of our beautiful assortment of 250 different numbers, most of which come in all sizes, from 8-oz. to 5-lb.; some have partitions for single pieces.  
Let us send you samples. Send for our circular and price list.







PAY US A VISIT AT BOOTH NUMBER FIVE

## THE JOHNSTON TIN FOIL & METAL CO.

MANUFACTURERS OF TIN FOIL

6106 SOUTH BROADWAY

ST. LOUIS, MO.

¶ For 33 years we have been closely allied with the Manufacturing Confectioners of America, growing steadily with the ever-increasing demand for high-grade candy wrappers.

¶ Guided by a single policy of unceasing effort, it is our aim to be a strengthening accessory to the candy trade and to this end we are quick to adopt economical methods and up-to-date equipment, which will enable us to continue to serve the candy manufacturer to the best advantage.

---

**During the conventions of the National Confectioners' Association and the Associated Retail Confectioners of U. S., the week of May 22-26, we will show at the Chicago Coliseum, in Booths 112-113, our full line of package goods and coatings.**

**You will be interested in our display—so don't fail to visit us.**

**Your special attention is called to our fine line of chocolate coatings and cocoa. We are now in a position to serve you with the very best in this line.**

*Write us for samples and prices, that we may convince you of the extra quality of our products.*

**Eline's**  
INCORPORATED  
Milwaukee, U.S.A.



# Hudson's Concentrated Vanilla Flavor No. 52

## Let's Get Acquainted

*We cordially invite candy manufacturers to make our booth their headquarters during the exposition. We shall look for you.*

*Becoming acquainted during the exposition will enable us to understand more clearly what you require and, in turn, give us the opportunity to explain in detail why Hudson's Concentrated Vanilla Flavor will help you produce quality candy. The latch-string is out—just step into*

**Booths Nos. 174-175**

Six times stronger than the Extract. Contains no excessive moisture; hence, eliminates "bubbling" in candy. Flavor positively will not boil out or be impaired by extreme heat. The flavor is retained until your candy is consumed. Produces in candies that delightful, smooth, velvety, true Vanilla, want-more taste. It is the flavor that sells the candy. Most economical and satisfactory flavor you can use.

## For Your Approval

Hudson's Concentrated Vanilla—\$25.00 per gallon, special prices in quantities. We positively guarantee satisfaction. Let us submit a sample shipment for your approval. We prepay the express. If you are not entirely satisfied, return same at our expense. We are confident, however, that the very first time you use "Concentrated" you will be most pleased, and will always want it. We welcome an opportunity to have our product judged on its merits.

**For Thirty-four Years Hudson's Flavors  
Have Meant Highest Quality**

## The Hudson Manufacturing Co.

Gabe S. Wegener, President

INCORPORATED

Established 1888

### VANILLA PRODUCTS

119-121 No. Union Ave.

CHICAGO, U. S. A.

Branches at Dallas, Texas; San Francisco, Cal.





## *The Mark of Quality Cocoanut Products*

"Quality speaks a universal language and commands a universal tribute." Everybody understands the language that Quality speaks. It is the plainest, simplest language in the world.

It cannot be "mispronounced"—cannot be made "polyglot"—cannot be "mimicked". Quality has become the Universal Language solely because the whole world has been educated to "pay tribute to it"—to demand it, and to buy for Quality and Quality **alone**.

American Cocoanut Butters Speak Quality and the American Cocoanut Butter Company **talks** Quality and maintains it.

American Cocoanut Butters say Quality when they reach you in their snowy freshness—say Quality when they go into your products—Quality when your products go to the retailer—Quality when your products reach the consumer as sweet and fresh as when they leave your plant however far they may travel.

And there's an American Cocoanut Butter scientifically perfected to meet your every need—to spread the **sweet** story of Quality in your products from the Tropics to the Antipodes—for these pure, carefully guarded Butters won't turn rancid whatever the climatic conditions.

### **ACOMO**

For chocolate work, Caramels, Nougats, *C h e w s*, Fudges and Butter Scotch.

### **ACOMINE**

For Kisses, Salting Nuts, Slab Dressing, Pop Corn Confections and Fillers for Hard Candies.

### **MAROKO**

For Layer Caramels or Nougats and as Fillers for delicate wafers.

If American Cocoanut Butters are not already **speaking** Quality for you—you can't start them talking too soon. Samples will be gladly sent on request and our Laboratory Service is yours for the asking.

## **American Cocoanut Butter Company**

**Also Makers of ACOCOAT and ACOSET**

CHICAGO  
127 N. Dearborn St.

NEW YORK  
297 Fourth Avenue

To insure prompt service, complete warehouse stocks are maintained  
at the principal distributing centers



*You are cordially  
invited*

*to test for yourself our claims of the  
superiority of candies made with  
F. & F. Flavors. We welcome you to  
meet our Mr. R. G. Fries at our  
Booth No. 108 at the National Con-  
fectionery Exposition in Chicago.  
Mr. Fries will ask you to test the  
taste of candy made with these flavors.  
Just taste this candy and get our price  
list—your own good judgment will do  
the rest.*

*Yours for better business,*

***The Fries & Fries Co.***

*West Sixth Street*

*Cincinnati, O.*



# Quality

It's the one thing that can't be imitated.

The man who decides to make something "just-as-good-for-less-money" may succeed in making something that at first **looks** like the Quality Product—a chocolate confection—a caramel—a chewing candy—a wafer—a cracker—a biscuit—but wait, until the test comes. The product goes to the retailer. He sells it in good faith. The consumer applies the test and gets the proof that in the eating, the "just-as-good-for-less-money" product simply won't do. Possibly it's rancid, possibly its once shiny chocolate coating has become ashy looking, possibly it has become soft and soggy instead of being short and crisp.

There are no repeats—the poor product loses out altogether, or is forced to seek a market so inferior there is no money in it.

For more than twenty-five years, Nucoa Products have been helping manufacturers to turn out Quality Products—products that stand-up from kettle to consumer—products that can't be imitated when it comes to **Quality** first, last and all the time.

## And Nucoa Products

the pure, snowy Butters that never vary in Quality can't be imitated—can't be equalled—can't be surpassed. For whatever the market conditions, whatever the demands—you can always count on every Nucoa order being the "same as the last"—the highest Quality always.

**NUCOA** is the hard butter you use for those shiny, satiny chocolates, perfect caramels, taffies, nougats and chewing candies of all kinds.

**NUCOLINE**, a soft butter, insures those salted nuts that don't turn rancid—orders for them repeat like a Colt automatic. Just right for pop-corn goods and slab dressing.

**PLASTIC NUCOLINE**, as a filler for those delicate "spun-gold" wafers with the ice-creamy filling—famous the world over.



Why experiment—when you can use Nucoa and know.  
Samples gladly sent on request.

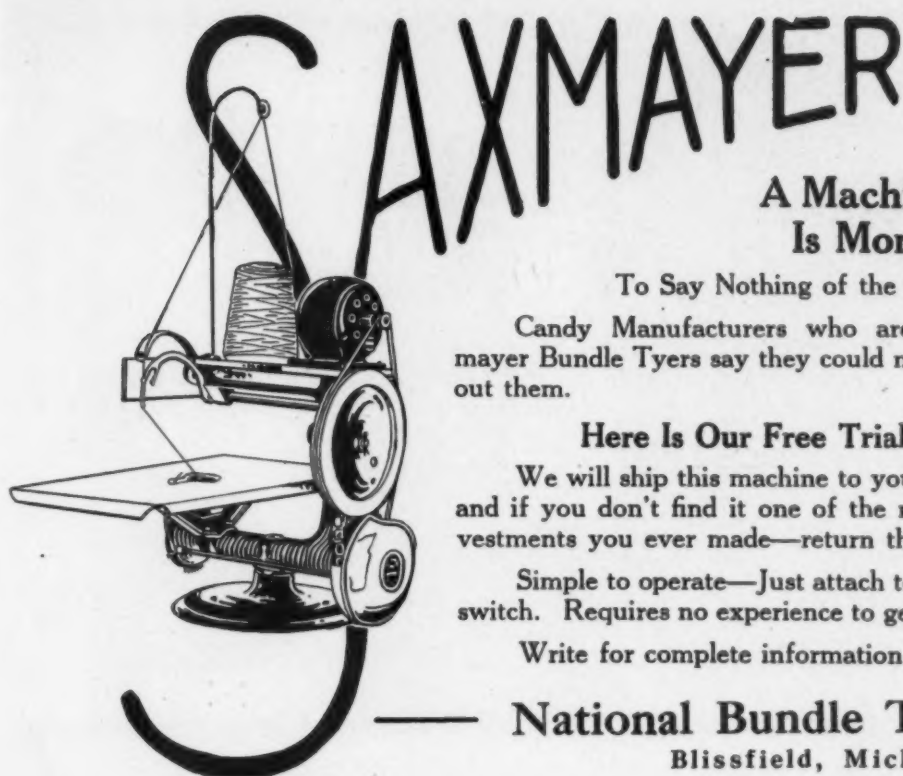
## THE NUCOA BUTTER CO.

*Refinery Sales Department*

NUCOA BUILDING, 4th Avenue at 23rd Street

New York City

Complete warehouse stocks maintained  
at principal distributing centers.



# SAXMAYER

**A Machine Installed  
Is Money Saved—**

To Say Nothing of the Convenience

Candy Manufacturers who are using the Saxmayer Bundle Tyers say they could not get along without them.

## Here Is Our Free Trial Offer

We will ship this machine to you on 10 days' trial and if you don't find it one of the most profitable investments you ever made—return the machine.

Simple to operate—Just attach to an ordinary light switch. Requires no experience to get excellent results.

Write for complete information.

**National Bundle Tyer Co.**

Blissfield, Mich.

## HAEHNLEN'S HARDNER

**For All Chocolate Coatings**

*A useful present will be mailed to all Candy Superintendents  
who register at Haug & Co.'s Booth*

Manufacturer

**L. S. HAEHNLEN**

3817 Wyoming St.

ST. LOUIS, MO.

Distributors

United States, Canada and Europe

**HAUG & CO., Inc.**

295 Broadway

NEW YORK, N. Y.





Ucopco  
Pure Food  
Gelatine

It Will Be To Mutual Advantage To  
**Meet Us**  
at the  
National Confectioners'  
Association Convention  
Chicago, May 22nd-27th  
Exhibit [at Coliseum—Space 104

Let us tell you why UCOPCO stands  
supreme among marshmallow gelatines

**The United Chemical & Organic Products Co.**  
4200 S. Marshfield Ave. 401 E. 45th Street  
Chicago, Ill. New York, N. Y.

*"UCOPCO Comes Sealed in Red Drums"*

**Ucopco Pure Food Gelatine**





## How much does sour milk cost you?

**S**OUR milk or cream is more than a money loss to a candy manufacturer. Many, many times it halts production until a fresh supply is obtained. It may only mean a few hours lost, but even that loss is unnecessary.

By using powdered milk and cream such losses are entirely eliminated. Do not regard Merrell-Soule Powdered Milk and Cream as substitutes. When the water has been restored to any one of them it is the exact cream, milk or skimmed milk you are using today.

*A milk powder for every need—sample on request*

See our exhibit at  
**THE NATIONAL  
CONFECTIONERY  
EXPOSITION**  
—  
**BOOTH 120**

**72% Cream  
Powder**  
Powdered sweet cream  
(contains about 72%  
butterfat).

**Whole Milk**  
Powdered whole  
milk (contains  
about 28% but-  
terfat).

**Skimmed Milk**  
Powdered separated  
milk (contains all the  
solids of milk except  
the fat).

**MERRELL-SOULE SALES CORP.**  
SYRACUSE, N. Y.

**LEHMAIER, SCHWARTZ & CO., Inc.**  
**215 East Twenty-second Street**  
**New York City**

**MANUFACTURERS OF TIN FOIL**  
For Every Conceivable Purpose

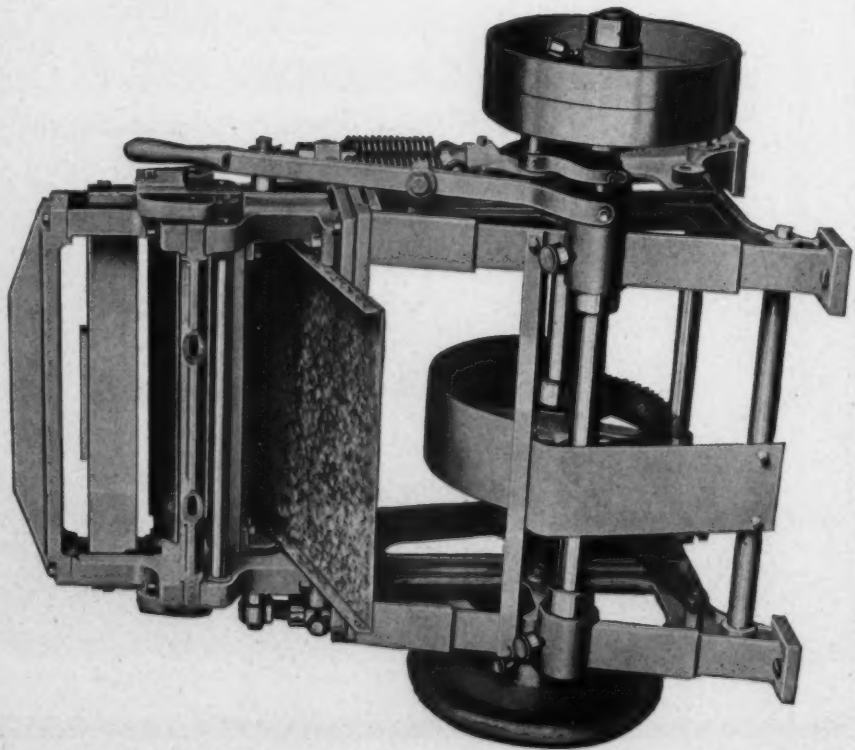
**Booths Nos. 56 and 57**



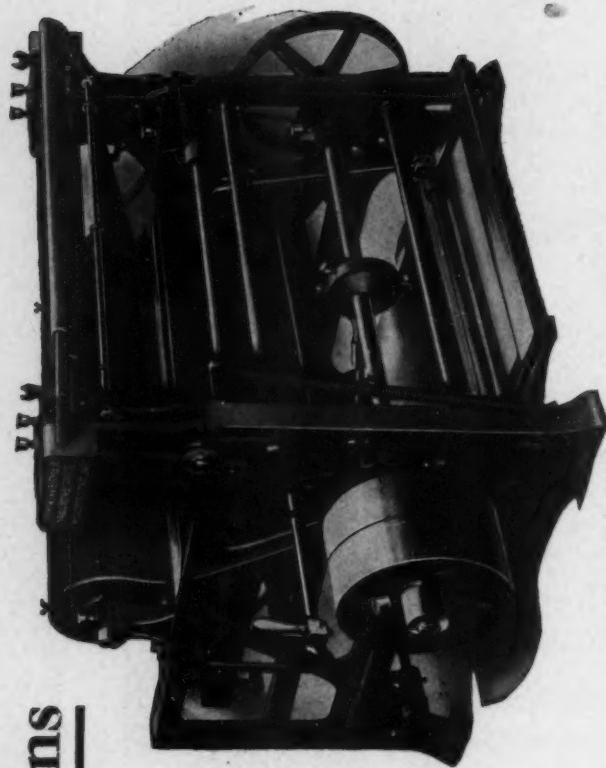
## These Two Valuable Additions

¶ "The Power Filled Goods Press" for producing Berries, Clams, Peas, Asparagus, Pineapple, Peanuts, Acorns, Leaves and other quality filled goods, that command a price with a substantial profit.

### FORTIFY YOUR HARD CANDY LINE



POWER FILLED GOODS PRESS



SEMI-AUTOMATIC HARD CANDY MACHINE

Will Double Your Hard  
Candy Profits

¶ Over 300 Semi-Automatic Hard Candy Machines are in constant operation in the leading plants of America.

*"There Is a Profitable Reason"*

**John Werner and Sons, Inc.**  
713-729 Lake Avenue  
Rochester, New York

**F. F. PEASE, Inc.**  
**CONFECTIONERY ENGINEERS**  
**BOSTON, MASS.**

We design, build, and install Special Machinery and Equipment for Candy Manufacturers.

What we have already done would interest you.

What we are now doing would thrill you with a new vision of what modern engineering is doing for the progressive Candy Manufacturer.

We can help you to lower costs with a better product.

Your particular difficult mechanical problem is the one that we are in business to solve.

**Lolly Pop Wrapping Machine**

Will wrap any machine-made sucker.

Does the work of six hand wrappers and makes a better package.

Simple to operate—needs only one unskilled attendant.

Can be set up in a space three by six feet.

Machine is guaranteed, and our aim is to have satisfied customers.

Sanitary, clean and attractive product made ready for the trade.

**F. F. PEASE, Inc. Confectionery Engineers Boston, Mass.**

**THE W. K. JAHN COMPANY**

of CHICAGO and NEW YORK

Will display in Booths 146 and 155 their complete line of

**RICO PRODUCTS**

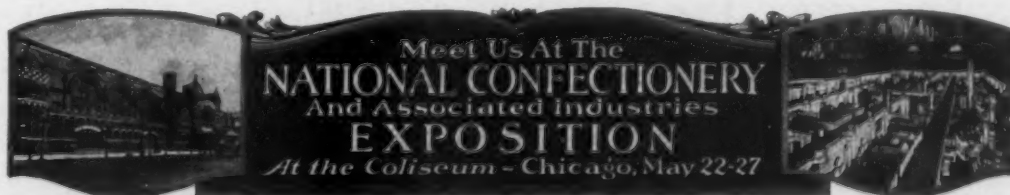
Of especial interest to manufacturing confectioners will be:

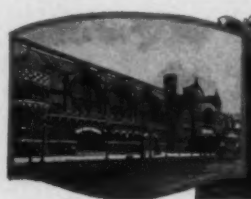
AA CARAMEL PASTE, made without starch or flour

AA NOUGAT CREAM, short, light, white all through

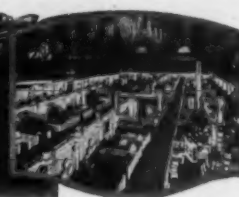
12X HIGH BEATING MARSHMALLOW GELATINE

RICO CERTIFIED COLORS





Meet Us At The  
**NATIONAL CONFECTIONERY**  
And Associated Industries  
**EXPOSITION**  
*At the Coliseum - Chicago, May 22-27*



OUR DAILY OUTPUT OF  
**CANDY PAIRS**  
IS  
**24,000**

**MENASHA WOODEN WARE CO.**

Established 1849

**MENASHA, WIS.**

Sales Offices:

**NEW YORK  
CINCINNATI**

**CHICAGO  
ST. LOUIS**

Factories:

**MENASHA LADYSMITH  
TACOMA**

## The Confectioner with an Idea

Different grades and varieties of cane sugar can be used to great advantage in varying the appearance, taste and delightfulness of confections.

Confectioners who select their sugars from our line of over 50 grades and varieties of cane sugar, have the widest range of choice and the greatest opportunity to produce confections that are better and different.

You know the value of a good, new idea in producing more profitable business.

---

**American Sugar Refining Company**

*The Most Complete Line of Sugar in the World*





## Like the Sphinx— Unchangeable

Through good times and bad, hot days  
and cold days, wet weather and dry  
weather—candies made with

### KAY-WHITE Full Cream Caramel Paste remain unchanged



Caramels, Fudges, Butter Cream Cen-  
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Tasteless.
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## The wall that bars competition from your line

The coating is the first thing and the last thing you taste in a candy. That's why it is so important to have your coatings of the finest.

Runkel Coatings, "with that chocolaty taste," will give your candies a taste of distinctive goodness that will make people come back again and again for more.

There is a Runkel Coating for every requirement of the candy maker.

### **FREE!** *Runkel's Book of Chocolate Coatings*

We shall be glad to send you, without charge, our book of chocolate coatings. This is a unique book, for the contents are to be eaten, not read. It contains actual samples of various Runkel Coatings for you to test. Find out for yourself how good they are! Send for your free copy today—before the edition is all gobbled up! RUNKEL BROTHERS, INC., 451 WEST 30TH STREET, NEW YORK.

# Runkel's Coatings

*"with that chocolaty taste"*

S

May, 1922

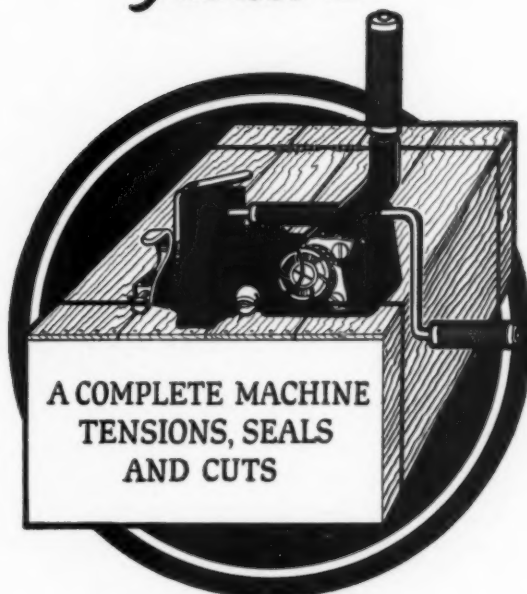






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*We state, without reservation, that the Gerrard Wire Sealed "B" Model Machine is the fastest and most economical machine produced in the world for applying a steel binding around a package.*

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# The Wood Mogul

*for printing, depositing and canning*

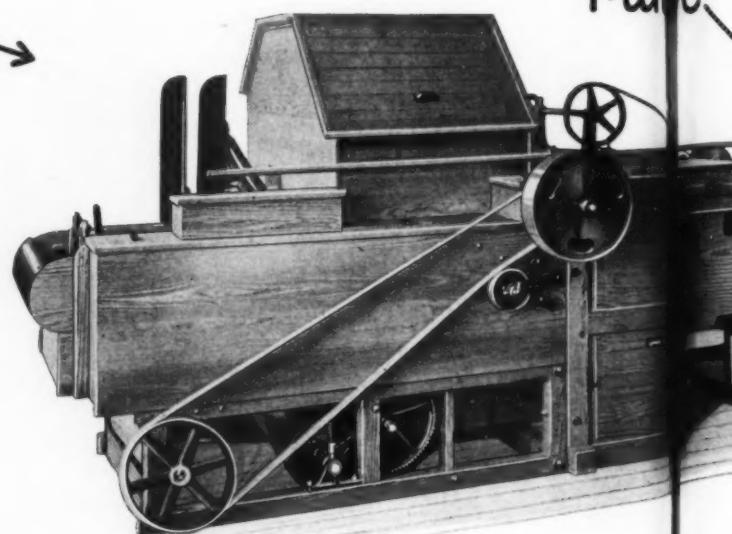
Starch Buck



Printer

## Combines three machines:

the starch buck, printer and depositor—working in continuous automatic operation, saves floor space, labor, material and money.



The Wood Mogul has an extra large capacity, because its production is continuous. It will clean the softest centers without injury.

The Wood Mogul's entire open is it does away with the extra ner of for the independent machines.

*Write for interesting description. The experience of our eng is*

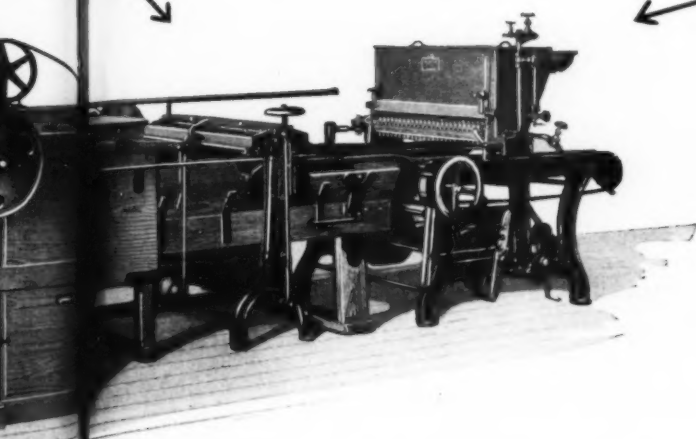
**NATIONAL EQUIPMENT CO.,**

Largest Manufacturer of  
Chocolate Machinery in the

# Wood Mogul

*and canning hard or soft candy centers*

Primer



Depositor

Three men — instead of five

Three men and the Wood Mogul will do what it takes five men and these three separate machines to do. No lost time between machines.

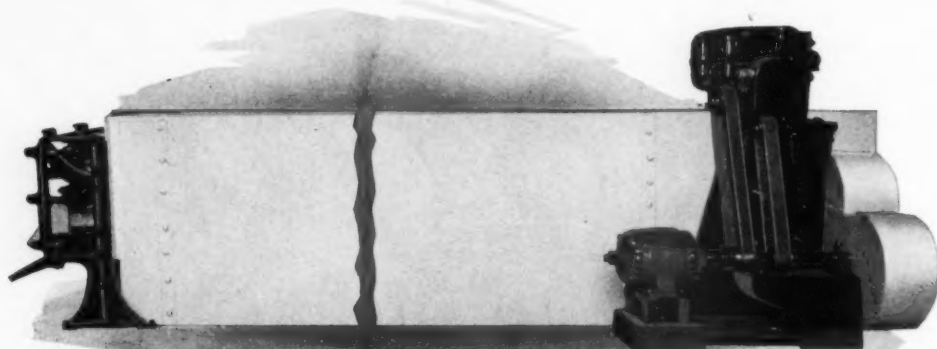
fire open is practically dustless, and extra set of starch boards required machines.

The Wood Mogul forces capacity production, because the trays placed at the feed end, must be taken care of at the delivery end.

ur engs is offered to any candy manufacturer who desires advice.

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te Mach in the World.

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Don't forget to meet us at the National  
Confectionery and Associated Industries  
Exposition, May 22nd to 27th,  
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# The BRACH CUTTER and COOLER and CONVEYOR

**Minimum Space! Maximum Output!!**

If you want to see something that will prove one of the more interesting  
features of the Exposition, don't forget to call on us.

See what the Joseph Baker Sons & Perkins Company Continuous Cooker,  
with a York Batch Roller, and the

## Brach Continuous Cutter and Cooler and Conveyor

can do in such a small space—We'll make candy right before your eyes,  
from the melting and mixing of the ingredients to the packing of the finished,  
glossy, satin product. A first-class spinner will be there to show you how  
many different varieties of candy can be made on this Equipment.

*You wouldn't miss it, would you? Of course not—you couldn't afford to;  
so we'll watch for you and be there every day with a ready welcome—*

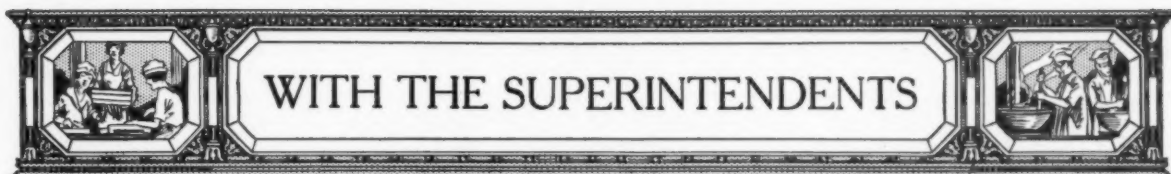
*Don't come just once, come every day of the  
Exposition and many times a day if possible.*

## EMIL J. BRACH, CONFECTIONERY MACHINERY

215 WEST OHIO STREET, CHICAGO, ILLINOIS







This department is always open for letters and articles from factory managers, superintendents, foremen and all practical men of our industry. Select your own subject on any phase of candy factory management.—Editor.

### III—Saving Profits in the Supply Dep't

*A series of articles by a successful candy factory superintendent of many years' experience. The author does not wish his name mentioned in connection with these articles, but his contributions to this department will be known by the opening and closing phrase: "Economy is the watchword."*

*Economy is the watchword.*

**B**ROTHER Superintendents: What is the dominating thought in the minds of our managers, in fact in the minds of all thinking men of our industry today? Is it not economical management? I believe you will agree it is.

Economical factory management concerns us as superintendents, because that is the province we control. The question arises—what is economical factory management? In a word, economical factory management which leaves nothing to chance which will influence upward formula costs, packaging costs, labor costs, or overhead costs, so far as the superintendent controls these costs, and also a management which creates and maintains a spirit of loyalty and co-operation from each and every employee in the factory, and through production records can see results held firmly to the necessary standards.

Before taking cognizance of these costs singly, may we consider the receiving of materials, the storing of materials, and the issuing of materials for use, for the purpose of establishing the fact that there is an opportunity to prevent losses in this work. Merchandise losses are the bane of the manufacturer who is not equipped with a well organized receiving and stores department.

It seems to me that in arriving at a satisfactory solution of these problems we should check ourselves on the following points:

Are our materials received in a manner which will prevent small losses, apart from the losses occasioned by careless or indifferent receiving methods?

Do we insist on caring for all ma-

terials received immediately; that is, are the materials put into their proper places or into the receptacles provided for them with the least possible delay, and in a manner which will allow accurate, yet free handling?

Are these storage departments maintained in a clean and sanitary manner?

In the issuing of materials, which is a work apart from that of receiving and stores, we have an opportunity of protecting our firms from losses, both of the materials themselves, and the loss of the time of many operators. To demonstrate this point, may it be asked: Can you see in your mind's eye a table of packers waiting—for what—foil, dividers, layers, labels, boxes, or perhaps all of them? Perhaps you can. Or can you see a foreman hurrying across his floor to the flavor rack for the oil or extract he needs, and not finding it there, then starting for the flavor room four stories down? Perhaps you can—that is, if you have not planned against these losses of time.

Loss of materials comes about perhaps more through careless handling methods than any other one factor, although indifference toward the use of scales and measuring instruments can occasion serious losses, if allowed to go unchecked.

Should we, through close supervision of this work, eliminate any bad practices which may have crept in, or any losses, however slight, the results of our work will help our companies in a real dollar and cents way. For instance, a candy manufacturing company selling \$500,000.00 worth of candy a year uses between \$240,000.00 and \$280,000.00 worth of raw material. A loss of one per cent

means a direct loss of from \$2,400.00 to \$2,800.00. A loss of three per cent, which is not impossible at all, can amount to a loss of \$8,400.00. Worth protecting, isn't it?

Economical factory management is so necessary, and the opportunity is so great that with the editor's permission I will treat each cost mentioned in a separate article.

Criticisms and suggestions for the improvement of any idea or plan expressed in this department will be very welcome, as this is "Our Superintendent's Round Table."

#### Economy Is the Watchword

*Future articles in this series will appear on the subjects of "Formula Costs," "Packaging Costs," "Labor Costs," and "Overhead Costs."—Editor.*

### Chocolate Coatings— Uses and Abuses

by EDW. F. WOLF

**I**N dealing with chocolates, their distinct kinds first must be made known, so as not to cause confusion.

Coating can be classed as follows: Regular cocoa butter coating; coconut butter coating, using liquor chocolate as a base; coconut butter coating, using cocoa powder as a base, and cocoa butter coating, using coconut butter as a thinner.

The first mentioned is the best to use and is used where all high-class goods are turned out. Its use requires a refrigerator or cold room, either for hand-dipping or enrober work. A base also requires the use of a cold room or a refrigerator.

There are cooling cabinets on the market which are much easier to handle and take up less floor space. They are also cheaper to operate than a large refrigerator and each unit can be shut off during slack periods without running a large ice machine to cool the whole refrigerator for only one enrober or a few hand-dippers when slack.

In handling cocoa butter coatings close watch must be kept; a poor thermometer or one that is not registering perfect throws out all your good efforts. A good method to follow by all, no matter how small or large the plant, is to have a master thermometer. By this I mean to get a thermometer gauged and certified by the manufacturer for the temperatures between 86 degrees F. and 94 degrees F. and use it to check up every day on all the thermometers in use no matter how sure of their accuracy you are.

A spoiled run costs more than the checking-up thermometer. While speaking of thermometers I recall the new dial or instant reading kind adopted about a year ago by a manufacturer of chocolate machinery; it tells at a glance any change in the temperature of the coating at the feed sprayer and is indispensable on an enrober.

In using coatings it is best to bring the coating a little over the desired temperature and cool down to the temperature you require. For instance; a coating you wished to use at 90 degrees should be heated to at least 95 or 96 degrees and while in the tank cool down to 91 or 90 degrees and start using. The benefit of this, is that in bringing the chocolate down to the necessary temperature it has a downward trend and when the cool air strikes it is not suddenly chilled and does not turn gray, where as if it is put in at 85 and brought up to 90 you are making the physical properties of the chocolate tend to throw off the cocoa butter and its sudden chill will cause grayness and spots, also blotches, which appear on some goods two and three weeks after being packed and in the retailers' hands.

A sweet coating should not be used on a very sweet center and a milk coating should be used on a center that blends in well with it. The majority of milk coated pieces using a sweet center do not go well and are sold because they are in assortments and would not sell well by themselves. Nuts of all kinds and raisins, the new cracker and pretzles are ideal for centers, as the nutty flavor of all tend

to blend in very well with the milk chocolate. You can use your sweet coating on caramels, nougats, fig and turkish paste, a few of the fruits, and lately a manufacturer has told me he was experimenting with apples and orange slices and expects to make a good seller of them. I will explain later how to prepare these and other centers so they can be used profitably and have a satisfactory sale. Your bitter sweet coating on your liquid or semi-liquid cream centers or maraschinos are a blend well balanced. I will take up in the next issue the cocoanut oil coatings that require no cool room or refrigerator and also some of the troubles that you run into in using these.

## THE ROUND TABLE

*Question: We are having trouble in getting our fudges to stand up in damp, sticky weather. At present we are using one pound of "High Melt" to a 100-lb. batch. Each batch contains fifteen per cent corn syrup. We had been using 1/2 lb. gelatine, but we cut this out.*

B. H. 772.

*Answer: To make a satisfactory reply we need your complete formula, also the exact boiling point. High Melt is a cottonseed oil stearin with 140 to 145 degrees melting point. It is a hardener, the object being to raise the melting point of other fats used having a much lower melting point. "No Stieko," "High Point," "Filmo," "Rico Chips," "High Melt" and several more trade names are used for cottonseed oil or peanut oil stearins. They are used in all sorts of candy and biscuit work, and the ever-increasing demand for the cheaper grade of confectionery demonstrates the merits. Even if you increase the percentage of stearin, you will have stickiness in your fudges if the boiling point is too low. Boil your sugar and corn syrup to 255, and before adding the rest to the batch, cool back to 248, and this will help to stop stickiness. There might be some other trouble in the rest of your mix; if so, it can be detected only by knowing your formula.*

J. U., Ill.

The Fudge Department, as a rule, becomes a very pleasant department to manage when the fundamental points controlling the manufacture of a good commercial fudge are understood:

Point No. 1—Cleanliness of the kettles and all sanitary features con-

ducted with the department—bath, slabs, colors, etc. Any unusual accumulation of matter other than the necessary materials holds the moisture that is usual in the atmosphere. This moisture is very damaging to fudge manufacturing conditions.

Second—Temperatures: The temperatures perhaps ought to be divided under two heads—temperatures required to cook the fudges properly, and the temperature of the room under which the fudges are poured and grained.

Taking up the second point first, a fudge room ought to be maintained at a temperature of from 74 to 76, unless you have made extraordinary provisions for raising the temperature of the entire room to suit the seasonal changes. Then a higher temperature—in fact, up to 90 degrees Fahrenheit—can be employed. Drafts of any description should be avoided. Air changes should come through interior circulating air drives. The temperature that fudges should be cooked to is best determined by having a complete formula before us. In a general way, fudge ought to be cooked from 238 degrees to 244 degrees, depending on the amount of syrup, milk and other soft substances used in the batch.

No fudge may be properly prepared for the market which has been scorched in cooking, as this destroys the body of the batch.

H. J. M., Ohio.

In regard to the manufacturers who have trouble with their fudge, will say that the "High Point" or "High Melt" they put in has little or nothing to do with the fudge being soft or runny. The trouble is in the manipulation or proper handling of the batch.

When batch is cooked to the right degree, take batch off fire, or if using steam, shut off steam and blow all the steam there may be in the jacket. Now stir the batch from ten to fifteen minutes to get out the surplus heat in the batch, then add the fondant and stir through thoroughly, then pour your batch on the slab. If the slab is ice cold the bottom of batch may not grain and be soft and sloppy; therefore, the room in which fudge is made should always be at a temperature above 80 degrees F. or 90 degrees is better.

Also the fondant used should not be smooth and touch, but slightly grainy and sharp, say 80 sugar, 20 glucose—cook to 240-42 grained while still lukewarm.

N. B. H., Wis.

# The Sugar Situation



by Dwight O. Palmer

**ASK OUR SUGAR EDITOR!**—Are you reading Mr. Palmer's report on "The Sugar Situation" each month regularly?

If not you are missing something valuable—a boiled-down, authoritative review and forecast of the sugar markets.

Mr. Palmer is well qualified as an expert on the sugar situation, having specialized for years in representing foreign and domestic sugar manufacturers and refiners. Our readers are at liberty to consult this department. Communicate through our publishing office or direct to Mr. Palmer at 160 Pearl street, New York City.—EDITOR.

**I**T is now May 1st, a time when a comprehensive survey of the sugar situation for the year can be made with some degree of accuracy. This is a pivotal date, when the heaviest months of cane production and four months of heavy distribution are behind us and are known quantities, and from these events to date and present conditions the balance of the year may be judged more accurately and with the many important uncertainties of the earlier months of the year eliminated.

The demand for sugar so far this year has exceeded expectations and with moderate variations continues very good. The situation as a whole has been healthy and well balanced, so that no material rise or fall in prices has taken place since the first reaction following Cuban government decontrol, although at times moderate price moves, within the price range for the year to date, have been initiated by concerted action and been temporarily successful, but have been followed by reactions to natural levels based upon sound, impartial facts, views and operations.

The far-seeing sugar purchasing world has judged the year 1922 to be approximately a normal one and the price of the article sufficiently low to warrant continued purchasing and consumption up to maximum requirements, although on the average not more than two months in advance. The price of raw and refined sugar, being fundamentally sound and fully demonstrated so far this year (with few exceptions), has actuated a substantial and sustained buying movement, both here and in foreign countries, according to actual needs, supported by the fact that United States prices

continue to be the cheapest in the world for quantity supplies and further evidenced by world buyers withdrawing when prices approach the considered maximum warranted by supplies.

Present estimates of the world's production for 1922 are within 5,700 tons of the actual 1921 production. Considering the heavy demand for sugar to date this year and the ability of producers to keep well ahead of this demand, and their approximate outturns for the year, not forgetting we are about to enter the period of heaviest consumption, we are inclined to think the buyers have the advantage for the year and that there will be ample supplies at low prices, with moderate fluctuations. We also recognize that 1922 consumption of sugar is likely to exceed that of 1921.

Buyers have handled the situation very well to date and the disadvantage has been to the producer, who has been forced by tariff and maximum production to accept the low prices prevailing this year. Because of his high production we cannot assume that the producer is making a huge profit. He is not. But the large production facilitates the movement of money and articles in trade and assists materially in reducing to some extent old debts, leaving only a moderate profit for the producer. But production costs must and are being readjusted to a pre-war basis. This latter process should, however, work alike for all, but refiners have been able to maintain for themselves, under skilful management, the most advantageous position in sugar. Their refining differential has not decreased to any extent and it is safe to say their profits have not decreased at all in comparison with the producer, and we venture



to suggest that the domestic consumer of refined sugar and the producer of raw sugar are obliged to carry more than their share of the sugar bill. It may be argued that refiners are taking losses on their sugar-producing properties in Cuba, of which there are many, but it lacks support, as the original intention was to secure their own source of supply, which would react to the disadvantage of the independent producers, and any refining differential maintained and used to minimize losses in production of raw sugar is unfair to the domestic consumer. The discussion of this subject might also bring us directly to the tariff, but we will not mention it here. It does seem, however, that the burden could be more evenly distributed to include refiners.

Domestic buyers of refined sugar must not overlook the continued demand for expert refined for the next few months. This is not a "bull" argument, but merely a caution. It may conflict with domestic requirements at times, but there is no need for giving undue impetus to prices in face of existing supplies, based on refinery capacity alone.

Sellers are also confident, as shown by the estimates of 1922 production, in spite of low prices, and unless unforeseen important features interrupt, the year will witness a sugar turnover far in excess of original expectations.

We have the estimate of the present Cuba crop published by Mr. H. A. Himely of Havana, as 3,580,571 tons. This estimate represents a very thorough survey of the situation and indicates ample production by Cuba with no crop curtailment in sight at the present time, although those interested in maintaining the market price of sugar point to the estates in Cuba now closed down, with an underproduction from estimates, as an indication of what to expect from the entire island. Impartial opinion is that a sufficient number of Centrals will continue to grind for many, many weeks and that the final outturn will be above the estimates.

Supplies for the United States will be ample and material advances in prices are not expected. There will be price waves, advances and declines, according to supply and demand at the time, but the range is expected to continue limited, and sellers and buyers are fairly well agreed that 1922 sugar will be turned over at about present level of prices, allowing for moderate advances during heaviest periods of demand and likewise declines on the opposite condition.

Latest cable advices to hand from Cuba report combined old and new crop stock in Cuba as 1,461,351 tons. Centrals now at work number 175. Production in Cuba to date amounts to 2,550,761 tons. Cuba's exports in fourteen weeks amounts to 2,063,130 tons (includes old crop sugars carried over from 1921). We give our attention to Cuban figures entirely at this time, as receipts of sugars other than Cubas so far this year are practically nil in comparison.

Porto Rico and Philippine sugars find it difficult to obtain the full parity of duty-paid Cubas and invariably sell at a discount of from six to eighteen points. Full duty sugars are not coming to the United States.

It might not be amiss to call attention of our readers to the increasing speculation in raw sugar in the New York market before the sugar reaches refiners' hands. The amount of raw sugar handled in this way is small in comparison to refiners' total requirements and has not exerted any great influence on the situation as a whole for higher or lower prices, but it is a constant source of activity and contributes materially to the irregularity of the market and may be misleading to many not familiar with its operation. So far this year over 1,250,000 tons of raw sugar have been dealt in on the floor of the New York Coffee and Sugar Exchange. Most of this is speculative business, not a little of which has been coupled with transaction in actual sugar in the actual sugar market.

In conclusion we must note with some satisfaction the manner in which the domestic manufacturers have handled the situation from their position. They are close students of the situation, no doubt as a result of the wide publicity given to the article during recent years and the continued first-hand information available at all times. The more they study the situation for themselves the less susceptible they will be to influences tending to carry them in the wrong direction. A safe and sane policy has been followed so far this year, and it is highly gratifying to note the large movement of sugar through normal channels regardless of momentary agitations tending to influence the situation one way or the other. It is hoped that manufacturers and users of refined sugar throughout the country will continue to closely follow the course of sugar and by their wisdom and action continue to assist in keeping sugar within reasonable bounds as regards price movements, tariff, etc.

May 1st, 1922.

DWIGHT O. PALMER.

## CHANGE

The only permanent thing is Change.

It is the only permanency that the human mind can consistently conceive as a permanency.

Because it is a permanency it is a good investment for faith. It is safe. You can always depend on Change. It dispenses no special privileges.

Change is the supreme law of Matter.

Most people like change, and recognize its tonic stimulant to mind and body. Everybody practices it, both voluntarily and by compulsion. Therefore everybody believes in it.

Change controls the tide of Time which draws everything with it as it ebbs and flows.

Adaptability to Change is simply acquiescence used to personal benefit. Resistance is fatal.

Most of us forget this too often.—Charles Downes.



## New York Sugar Market

April 29, 1922.

**THE** raw sugar market is now suffering from over-activity, when, through apparent concerted action to stimulate the market, about 400,000 bags of Cubas were sold to refiners at  $2\frac{1}{2}$ c C. & F. as well as a moderate quantity of Philippines and Porto Ricos at 3.98c C. I. F. Cubas also sold at from 2.38c to 2.45c F. O. B. Cuba and  $13\frac{1}{4}$ d. C. I. F. England.

This was a considerable quantity for refiners to take on in one day at what was considered a top price and there being no appreciable increase in the domestic demand for refined, at least not sustained at refiners' prices, the raw market has naturally immediately reacted, eliminating the possibility of further sales of raws at last prices and the result for two days has been that no raws have been sold and at the close today Cubas are offered for first half May shipment at  $2\frac{7}{16}$ c C. & F. and considerable quantities in the same position, and for second half May shipment at  $2\frac{1}{2}$ c C. & F., with buyers at  $2\frac{3}{8}$ c for first half May shipment sugars and  $2\frac{7}{16}$ c for second half May shipment. No buying interest appeared yesterday and "in port" Cubas were offered at  $2\frac{3}{8}$ c C. & F. without sale, so that today's indication imparts a little firmer tone. An easier market is expected for the next week or ten days, at which time a genuine domestic demand for refined sugar may be expected, as well as increased demand for export refined. The movement of two days ago was partly supported by increased export demand, principally for speculative account at 3.65/3.70c F. A. S.

Export refined is now held at 3.80c F. A. S. for May and 3.85c for June and July. Domestic refined is held at 5.25, 5.30 and 5.40c after irregular price changes both ways, and buyers are disposed to wait for a settled market. A reaction in refined prices is very possible before the next advance, because of lack of support to the market at the present writing. Buyers have not been stampeded into buying and seem to know conditions as well as sellers and are able to judge for themselves the opportune times for buying.

The market is about steady to easy with tendency favoring buyers for a time. We are, however, approaching the time of heaviest consumption and it would be well not to wait too long, as a steady market is looked for when the genuine demand for refined comes along.

## Imported Nuts

**JORDANS:** Today large Jordans are about exhausted, the shippers in Spain so report. Small, three-crown Jordans are still obtainable, but there are no large stocks.

**VALENCIAS:** These goods are in good supply. Some well-known brands are in small compass, but good quality is still easily to be had.

**ALICANTES:** Large Alicantes are in short supply. They are high and scarce.

**MARCONAS:** This Almond is growing in popularity as a salter. When roasted, it has a peculiar creamy flavor, and being very meaty it has won friends in all sections. At one time, the Pacific Coast states was the only territory in which these goods had a demand, but today the goods are shipped to New England and into the south. The present supply is scarce, particularly the four and five-crown goods.

**AVOLAS:** Large and extra large Avola Almonds can be secured, but the price remains higher on account of the fact that the shipper has to handle medium and small. The Avola finds its greatest demand in the salting trade; therefore, the large sizes are sought, whereas the medium and small can only be used for dipping and, as dipping almonds, the price is very high. The importer is supposed to buy an equal quantity of four sizes with the result that he sells out his two large sizes at a fair profit and the two smaller sizes he generally sells at a loss. If the importer brings in only the large and extra large, an extra premium is charged.

**DUCHESS:** The five-crown size, running 19/20 to the ounce, are firm with good demand by salters, who like a good size Almond at a reasonable price. There are some inferior so-called Duchess on the market, but the quality and size do not appeal in a large way to buyers of the regular Duchess goods of guaranteed count.

**FLOTS:** The Almond known under the trade name of Italian Flot Almonds, running 18/19 to the ounce, also have a large following among salters.

**ETNAS:** These Almonds for chocolate dipping have been scarce in this market. New York importers were about cleaned up on the medium and small. There are some afloat now, however.

**SICILIES:** The Sicily Almond market has risen about twenty points in the last few weeks. It is true that there is a large supply of these goods on hand, but it is also true that heavy

frosts have destroyed the flowering crop to such an extent that the new crop will be seriously affected thereby.

**LEVANTE FILBERTS:** These are quoted at a price substantially higher than two weeks ago. The importer does not care to risk a shipment of these goods from the Black Sea at this time, as it would entail a great hazard, due to the long trip in the holds of the slow ships that bring in these goods. The chance of spoilage and rejection by the Department of Agriculture is too great for the importer to accept. The result is that there has been a brisk trade in Levante Filberts in this market among importers themselves; strong hands buying up what goods could be secured. The market today, therefore, is firm with an upward turn.

**BARCELONA FILBERTS:** These goods, on the other hand, are slightly easier in tone.

**PISTACHE NUTS:** No. 1 Sicilian Brand are quoted at \$1.12 to import. These goods will probably go to \$1.30.

**WALNUTS:** The importation of Roumanian and Italian and Spanish Walnuts into France and the shipping out of these goods into this market as "Genuine French Goods" has been very disastrous to the honest shipper of the native article, as he has been forced to compete with the unscrupulous swindlers who could afford to undercut the honest pack of the French goods. The Americans have also been deluded into the purchase of so-called French goods. The result was a demoralized French market. All parties of the honest pack of French goods and the fakers had been anxious to unload and, as a result, the market has worked down to a very low point. Conditions in the last few days, however, and recent cables show that the market has advanced into a firm position and it would appear that there is a start of an upward climb. The exact details behind this movement are not at hand, but it is possible that the strong houses have absorbed the holdings of the better goods and the cheap speculators have had to let go of their Roumanian Walnuts and the French goods will be again packed and sent out by reliable shippers, and Roumanian goods will be sold as such.

**PIGNOLIA** nuts are firm.

The most important gossip in the shelled nut market is naturally relative to the forthcoming tariff and the proposed duty of 15c on shelled almonds and 12c on shelled walnuts. Senator Hiram Johnson of California

(Continued on page 81)

## WHAT'S NEW

### Labeling of Non-Alcoholic Flavors

For the purpose of securing a ruling in regard to the proper labeling of non-alcoholic flavors the Flavoring Extract Manufacturers' Association of United States, in their bulletin of April 27, reproduce their correspondence on this subject with W. G. Campbell, acting chief. The gist of the matter is expressed in the following excerpt from Dr. Campbell's letter:

*"From the standpoint of the Federal Food and Drugs Act, the term 'extract' is limited to flavors having an alcoholic menstruum, but the term 'flavor' is a broader designation and may be applied to flavoring products which have either an alcoholic or non-alcoholic menstruum.*

*"Collateral advertising in newspapers and trade journals does not come within the jurisdiction of the act specifically. However, we do not consider it proper to designate a non-alcoholic flavor as a non-alcoholic extract in trade journals or elsewhere.*

*"The following ruling in fourth paragraph of C. R. 11-b covers this point in question:*

*"The definition for 'flavoring extract' given in Circular 136 calls for an alcohol product. Flavoring extracts prepared with vehicles other than alcohol, therefore, should not be labeled as 'extracts,' but no objection is made to the use of the designation 'flavor' for them, provided they contain the same kinds and proportions of flavoring ingredients as are required by the standards for extracts, and provided, further, they are plainly labeled with same term in direct connection with the names of the articles to show that they are prepared with a vehicle other than alcohol."*

*"Any inquiries regarding the same should be addressed to our attorney, Thomas J. Hickey, 1238 First National Bank Bldg., Chicago, Illinois.*

### Subscriber's Number

The July issue of The Candy Manufacturer will be edited exclusively by the readers of this magazine. Send in your contribution before June 25th, please.

(See announcement, page 97)



The Candygram Dispatch and Delivery Association, with headquarters at 2058 North Western avenue, Chicago, has been recently organized primarily for the purpose of offering the candy-loving public the opportunity of sending candy by telegraph, through local retail confectionery members, in much the same corresponding way that the Flower Telegraph Delivery Association is serving the florists through their "Say it with Flowers" campaign.

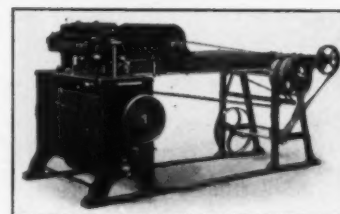
The organizers certainly are to be congratulated on their initiative to father the organization of such a plan which will logically give our industry a much needed stimulus and help to establish candy as the universal language, expressing the finer sentiments of love, friendship, appreciation, congratulations, etc.

A very interesting booklet is being distributed by the association entitled "The Story of 'Send a Candygram,'" which contains the Constitution and By-Laws of the Candygram Association together with the details of the plan and purpose of the movement. A copy will be mailed on request.

Membership is to be limited to retail confectioners—annual fee, \$10; however, associate memberships are provided for wholesale confectioners and manufacturers in the supply field or associated industries who would like to lend their co-operation.

### Charles E. Simes With Runkels

The Runkel sales organization is to be congratulated on the acquisition of Charles F. Simes, formerly president of the Boston Confectionery Company of Cambridge, who will represent Runkel Bros., Inc., to the manufacturing and jobbing trade of New England.



### Vienna Plastic Machine Returns

With the return of better conditions in Central Europe the old original Vienna Plastic Machine, used extensively by manufacturers of filled goods, is again being offered to the United States manufacturers by the Special Machine Co. of New York City.

### Removal Notices

The R. C. Taft Co., formerly in the Brooks Building, at 223 West Jackson boulevard, is now located at 618 West Jackson boulevard, Chicago.

The Chicago office of Chas. V. Sparhawk is now located at 223 N. Jefferson street.

The St. Louis branch office of Ungerer & Company in charge of Mr. C. L. Iorns, formerly located in the Pierce Building, was moved May 1st into larger quarters at 826 Clark avenue. The telephone number of the new office is Olive 675.

Boston, Mass., March 20, 1922.  
The Candy Manufacturer,  
Chicago, Ill.

Gentlemen—Realizing the valued service you have been giving the manufacturing confectioners in general through your columns, we take the liberty of making a more personal appeal, believing that you can help us in our difficulty.

If you can help us out in this matter, we assure you that we will appreciate it greatly and will boost your journal even higher than we do at present (if such is possible), as we appreciate the work you are doing to advance the industry.

Thanking you and wishing you continued success, we remain,

Very truly yours,  
BAIRD BROS. CO., INC.  
By R. H. Mullane, Treas.

## Imported Nuts

(Continued from page 79)

has been a stalwart champion of the interests of the coast state, and in his usual characteristic style has put all his energy into the demand for the duties above referred to. That the proposition is unjust on the face of it is not to be argued in this market report. Nevertheless, the proposed increase is an opposition to the economic aspects of the situation. The duty would neither be just nor scientific. The California source of distribution cannot begin to take the place of the foreign shelled nut market. It is to be hoped that the representatives of the shelled nut importers and candy manufacturers will be able to convince the tariff makers of the injustice of the California contention and that a compromise within reason can be brought about.

## Things to Remember

These were "Eleven Things to Remember" of Marshall Field, the great Chicago merchant:

- The Value of Time.
- The Success of Perseverance.
- The Pleasure of Working.
- The Dignity of Simplicity.
- The Worth of Character.
- The Power of Kindness.
- The Obligation of Duty.
- The Wisdom of Economy.
- The Virtue of Patience.
- The Improvement of Talent.
- The Joy of Originating.

## The Poet Said

Douglas Malloch Injects Something to Think About in His Witticisms Before the Rotary Club

The average fellow, not the genius, will work out the salvation of this world, Douglas Malloch of Chicago, poet and humorist, assured members of the Rotary Club recently.

His address was a miscellaneous collection of humorous stories and witticisms with quotations from a few of his poems.

Among other things, Mr. Malloch said:

"The Lord made us all kids until we are 21; after that we kid ourselves."

"A lot of people are satisfied with half of the road, but they want the middle half. I don't worry about the road hog; some dark night he will meet another."

It is never too late to give up our prejudices."—*Thoreau*.



## HOME OF THE WARFIELD CHOCOLATE CO.

536-552 West 22nd Street

CHICAGO



Specializing in

## Quality Coatings

FOR ALL PURPOSES

AFFILIATED WITH  
THOMSON & TAYLOR CO.



# The Supply Manufacturers' Page

The Supply Field is so closely and so vitally interested in the healthy development of the confectionery industry that this space is provided for constructive editorials and expressions from supply manufacturers. Signatures are omitted for obvious reasons.—*Editor.*

WHEN we reach a state of real normality in this country after the debauch of war and its after effects, we shall be able to better measure the capacity and needs of our own people and again apply ourselves to the cultivation of the tastes and desires which are the real impelling forces of trade. Especially is this true of a business so essentially a luxury as is the candy trade.

During the war and since it has been constantly asserted and reiterated that candy is a necessity and not a luxury. Sad experience is proving to retailer, wholesaler and manufacturer alike that this is not so, that the people can get along without it if so disposed just as the great mass can get along without alcoholic drinks.

It needs a constant stimulus to attract the buyer. This stimulus must come through the eye, not through the appetite or taste alone. How do we appeal to a gratification of the senses? It matters not what sense is to be gratified, it is to the eye the first, most telling appeal is made.

We love flowers primarily for their scent, but we are first attracted by their beauty and colorings. We like fruit because of its taste, but we pick the most attractive, luscious looking. We enjoy music because it is pleasing to the ear and uplifting to the soul, but it has its highest charms in the personality of the performer. A good book fascinates the intellect, but the eye must first transcribe its sentiments to the brain.

If you would win the buyer you must first attract his eye. Why is it some restaurants can charge double what others do for the same food so far as kind and quality go and yet be overrun with patronage? Simply because by the attractiveness of their environment, the style of their cooking and the manner of their serving they appeal to the patron's eye and to his finer sensibilities; the food seems more palatable.

So is it with candy. The same grade, quality, and mixture jumbled into a cheap paper sack or a cheap container does not look inviting and does not taste as well as though the delicacy of each dainty bit had been accentuated by careful packing and guarded by neat attractive wrappings. The very time consumed in

reaching these morsels whets the appetite and lends added flavor to each individual piece.

It must be remembered that grown-ups buy candies to gratify a refined and not a piggish, vulgar taste. We outgrow that in childhood. Consequently candies in their appearance must suggest refinement. Many buy candy from force of habit, taking home every Saturday, perhaps oftener in the week, a favorite package or a new one that has attracted their fancy. These are by far the most numerous and desirable patrons to cultivate, as they are most regular and dependable in their purchases.

Unfortunately, this class have gradually got out of the habit; a class that once created the stability of the candy trade. Many causes have contributed to this. The abnormal high prices put upon favorite brands during the war period, followed by the propaganda for conservation and economy, were large factors. Other causes were the uncertain, undependable quality of the tons of candies offered by the retailers after the slump came. These people have found it is not a necessity, that they can get along without it, or that a package now and then suffices. If you would revive the candy trade much attention must be given to this large, stable and dependable class of buyers.

The work of building up this patronage must be done carefully and will proceed slowly, for satisfaction and confidence in price and quality must first be restored before a desire can again be created through clever suggestions and attractive appeals.

To these ends must be sacrificed a measure of the profits. Not by unreasoning price lowering, for this class of buyers are willing always to pay a fair and reasonable price, provided they get a pleasing assortment they like put up in an appealing form. They must be lured back by enticing mixtures temptingly displayed and cleverly brought to their attention by skillful advertising.

In pleasing and regaining this class of patrons the greatest and most permanent gains will be made, as the same assortments that suit them will be acceptable to the most fastidious with changes only in styles of boxes and packing. It would seem as

though I had departed entirely from the subject of this article, but the pulse of the supply trade only beats when the candy trade is in a healthy condition.

Any policy that permanently benefits the one helps the other. It is therefore perfectly in order for the supply man to point out ways in which he believes the candy business can be improved. He is fully equipped to do his part once the manufacturer determines his policy. Savings bank reports, automobile sales and other indications disclose that the public have the money to indulge their taste for sweets if the manufacturer will incite the desire.

## A Few Rosebuds

*The Candy Manufacturer,*  
1120 Stock Exchange Bldg.,  
Chicago, Ill.

Gentlemen—Enclosed find check for three dollars (\$3.00), covering one year's subscription for *THE CANDY MANUFACTURER*. We wish this subscription to start with the March, 1922, issue.

The writer has just had called to his attention your issue of February of this year, and if the subsequent twelve issues for which we are subscribing contain as much "meaty" information as did this issue, which the writer has just finished reading, we shall be well satisfied.

An interchange of ideas with other candy manufacturers of the country and special articles by practical candy men, not theorists, has always been a hobby with the writer and he personally would like to see these points featured in your future issues.

Very truly yours,  
*CRYSTAL CONFECTIONERY CO.*  
(Signed) W. C. Clark,  
Vice-President-Gen'l Mgr.

Bridgeport, Conn., March 8, 1922.  
*The Candy Manufacturer,*  
Stock Exchange Bldg.,  
Chicago, Ill.

Gentlemen—Enclosed find money order for \$10.00 to start subscription from first issue, as per your letter of March 6.

The articles you are running at present are of inestimable value to any manufacturing concern. The reason I desire your back numbers is that I do not know anywhere else where such practical, scientific information can be obtained. The article by Mr. L. O. Thayer on "Let's Understand Gelatine" is a revelation and I am anxious to get the complete series of articles by Mr. Murphy.

Very truly yours,  
(Signed) A. MAC FARLANE,  
Factory Mgr. C. D. Lane,





A Chocolate Factory  
devoted to the  
exclusive manufacture of  
High Grade Chocolate  
Coatings and Liquors

*Samples and Prices  
sent on request*

**FORTUNE PRODUCTS CO.**  
416-22 South Desplaines Street  
CHICAGO

## Every Waste Eliminated

Profits now, more than ever before,  
**depend on economy of operation.**

The dollar you spend in manufacturing must now **return full value** in product, for you can no longer make the price cover the cost of wasteful manufacturing.

Lost motion and wasted effort must be eliminated, as competition this year will be keener than ever.

Such economy of operation is already being achieved by many. Among these a number found the solution to the problem through reading our book:

### "Make Better Candy For Less Money"

We have a free copy waiting to go to you; your name and address on a postal will bring it.

**IMPROVED APPLIANCE COMPANY**  
413 Kent Ave.  
BROOKLYN, N. Y.

## BENDIX PAPER CO.

*Paper Specialties for Candy and Perfume Manufacturers*

**67-69 IRVING PLACE  
NEW YORK**

Glassines,  
Paddings,  
Sheet Gelatine,  
Bendifane etc.

Factors for  
Geo. Schmitt & Co., Inc.  
Art Lithographers and  
Printers since 1874  
*Distinctive Labels and Seals*

A cordial invitation is extended  
to visit our Booths—Nos. 58 and  
59—at the Chicago Coliseum  
during Convention Week  
of May 22-27.

# UNIFORMITY of VANILLIN

"**F**LAKY, white crystals, readily soluble in alcohol and soluble in glycerine. An ash content of not more than 0.05% and a melting point of 81° and over."—this, briefly covers the specifications of VANILLIN-Monsanto.

These specifications may sound uninvolved, but the utmost manufacturing skill is necessary to have each succeeding batch of VANILLIN identical when it is produced on an extensive scale.

Only after years of earnest, scientific effort were we able to accomplish this uniformity in our finished product, which is so highly desirable to the users of this important flavor.

Each lot that is marketed by us must measure up to the exacting standards which we adopted years ago.

Freedom from off-color (yellow color) and a melting point one full degree above the requirements of the United States Pharmacopoeia assure full strength, high purity and true flavor.

**Monsanto Chemical Works**  
St. Louis, U.S.A.

Also Manufacturers of  
**COUMARIN-Monsanto**  
(The Original American Coumarin)

Stocks of VANILLIN-Monsanto are carried at St. Louis, New York, Chicago, Minneapolis, San Francisco and Los Angeles. Thus VANILLIN-Monsanto at all times is easily available to the consuming trade.

VANILLIN-Monsanto is Uniform!



## Edible Gelatin

(Continued from page 33)

tin, which may be run off directly from the sediment or filtered off.

The first runs from several kettles are then combined and concentrated in a vacuum evaporator to such a consistency that they may be easily jelled. The same is done with the other runs, but these are, of course, kept separate throughout the remainder of the operations.

The concentrated solutions may be dried in several ways, but the most satisfactory process is to allow the solution to run out slowly onto a moving endless belt about a yard wide. The belt with its layer of gelatin passes through a cold chamber, where it moves along slowly, emerging at the opposite end after about twenty minutes in a firm jelly condition. The jelly is cut into large sheets and placed on nets of cotton cord or aluminum wire. These are put into alleys where warm air is circulating rapidly. Under such conditions the jelly dries out to a firm, dry sheet in a day or two. This sheet is then ground to any desired size and is ready for grading and the market.

An older method of drying is to pour the concentrated solution into large basins, set these in a cold room to jell, and then remove the gelatin blocks, cut these into sheets with wire, place on nets and dry as above. There is much greater opportunity for molds to get started by this process, and it requires more labor and time.

A process that may be found adaptable is that of spray drying, by forcing the solution through a fine nozzle into a warm vacuum. Very fine hollow spheres of gelatin are produced.

## Direct Treatment for Bones

There are several differences in the treatment of bones from that outlined above. After a thorough washing, the bones may or may not be degreased by treatment with benzine or other fat solvent, as is done in the preparation of ossein. There is, however, no lime treatment, and the bones, either in the fresh green condition or degreased, are placed in the kettles for the boiling process. This is carried out in practically the same manner as described for hide pieces and ossein. Where the fats have not previously been removed, they are taken off from the first boiling by skimming. The last runs of bone are usually actually boiled, or the process is carried out in autoclaves where steam under pressure is introduced. They are finished in the same manner as the other types of stock. The jelly strength of gelatins made from bones in this way is usually inferior to that of gelatins made from hide pieces or ossein.

### Edible Gelatin vs. Glue

Gelatin manufacture differs from glue manufacture chiefly in the selection of the raw materials, and the care exercised throughout the several operations that metallic or bacterial contamination may not occur. Only that type of stock is permissible for edible gelatin as would be passed upon as satisfactory by any housewife for the preparation of a good soup. It must be perfectly sweet and fresh and free from everything of an offensive character. The water used in washing the stock must be pure, potable water, such as is used for drinking purposes, and the water with which it is cooked should, in addition, be as free as practicable from dissolved salts, as these injure somewhat the strength and clarity of the product. The acids and other reagents used should be of the highest possible purity.

The factory should be located where the air is pure and free from smoke, gas fumes, dust or other undesirable constituents. Foul odors are easily absorbed by gelatin during the drying process. The gelatin solution or jelly should at no time be permitted to come into contact with any metal soluble in the liquors. This eliminates iron, zinc, and copper, and leaves aluminum, or some alloy, as monel metal or enamel, as the most suitable material for the construction of the kettles, storage vats, pipe lines, nets, etc. Conditions should be favorable for the handling of the material rapidly, as bacteria develop with great rapidity in the warm solutions. Every possible precaution must be used to keep the plant in an absolutely clean and sweet condition. Steam sterilization of all apparatus should be consistently and conscientiously carried out to insure a uniform gelatin free from bacteria and molds.

When gelatins are made in the manner described they will be of different strengths, dependent upon which run or boiling they are made from and the type of stock used, and will perhaps be of different degrees of clarity, but they should be of uniformly high quality with respect to bacterial, metallic, or other contamination, and strictly edible from the most esthetic point of view.

Write up your contribution for the July issue—"The Subscriber's Number." Select your own subject and some phase of factory management, sales, purchasing, production—any angle you wish—and send in your letter or article by June 15, if possible. Forms close June 25.



### OUR SPECIALTIES



## AMAIZO

**Confectioners' Thin Boiling  
and Moulding Starches**

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**A Cordial Invitation**  
*is extended to the trade  
to visit our plant at  
Roby, Indiana  
during Convention week.*

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**Roby is about fifteen miles from  
the Chicago loop district.**

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**AMERICAN MAIZE-PRODUCTS CO.**  
135 William Street  
NEW YORK  
111 W. Monroe St.  
CHICAGO

# 54 Years

is a record that we are proud to boast of in supplying Gelatine to the trade throughout the United States.

Time has proven the purity, quality and uniformity of our product.

*We can serve you no matter  
what your requirements may be*

**MILLIGAN & HIGGINS GELATINE COMPANY**

222-224 Front Street New York

DO YOU KNOW THAT

**Upressit**  
TRADE MARK REGISTERED

## Candy Containers

are responsible for building business on hard candies for more confectionery manufacturers than any other style of glass jars? They sell the product.

**U - PRESS - IT**

At Center to Open  
At Sides to Close

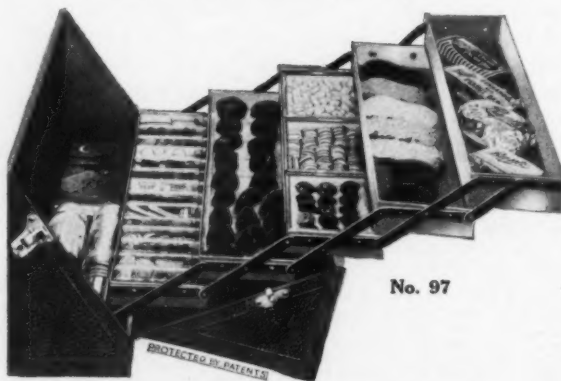
We carry a complete line of Candy Jars from 2 oz. to 5 lb. Write for samples and let us send you our monthly magazine "UPRESSIT GOSSIP"

**Upressit Products Corporation**

15-21 Wilbur Avenue Long Island City, N. Y.

## Displaying Samples

Quickly—Attractively—Convincingly  
Knickerbocker "Made Right" Sample Cases  
Bring Bigger, Better, More Orders



THE LITTLE-BIG BUSINESS BRINGER.  
Wood Trays \$5.00—Aluminum Trays \$6.50

F. O. B. CHICAGO

Catalog "M" Shows Full Line

**KNICKERBOCKER CASE COMPANY**  
228 N. CLINTON STREET CHICAGO

"Meet me at the PERMANENT Confectionery Exhibit—Wrigley Bldg."



**FREDERIC W. MURPHY and STAFF**  
CONSULTING, ANALYTICAL AND INDUSTRIAL CHEMISTS  
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101 Wall Street, New York City

**CHEMICAL AND BACTERIOLOGICAL ANALYSES**

Cacao Products, Sugars, Milk, Fruits and Raw Materials  
Development of New Products and Processes. Factory Control. Research on Problems of Spoilage  
Experts in Litigation and Representation before Officials and Commissions

**Walter Baker & Co.'s  
Liquor Chocolates  
and Coatings**

Are the Standards of the Trade for Confectioners' Use



*Sweetened and unsweetened; light, medium and dark, whatever the difference of color or flavor, all are absolutely pure, smooth and uniform to work.*

The taste and appearance of confections depend largely upon the coatings.

REG. U. S. PAT. OFF.

*Send for Samples and Prices*

**WALTER BAKER & CO. LTD.**

Established 1780

DORCHESTER, MASS.

*57 Highest Awards at the Expositions of Europe and America*

**FROZEN  
PUDDING**

A new flavor that will add a refreshing touch to your Nougats, Fudges and Creams.

This flavor has been adopted by several very prominent factories and their re-orders testify to the merits of it.

It is not easy to describe its unusual taste. Better let us send you a sample so you can try it out.

Write today, on your business stationery, please.

**Alex. Fries & Bro.**

312-14-16 E. 2nd St.,

Cincinnati, Ohio

Established 65 Years

**GUM TRAGACANTH  
VANILLA BEANS  
GUM ARABIC**

THURSTON & BRAIDICH  
27 CLIFF STREET  
NEW YORK

For the finest flavors, use

## **OIL LEMON CALIFORNIAN OIL ORANGE CALIFORNIAN**

Pressed from ripe fruit at our works  
in National City, California

**W. J. BUSH & CO., Inc.**  
370 Seventh Ave. NEW YORK CITY

*Most reliable gelatine  
for Confectioners—*

## **WHITTEN'S GELATINES**

are standard

— Established 1879 —

Strength, purity and uniformity guaranteed

Manufactured by

**J. O. WHITTEN CO.**  
Winchester, Mass.

Woolworth Building  
New York City

20 East Jackson Blvd.  
Chicago

## **Highest Grade Shelled Nuts**

1885—IMPORTERS—1922

**SPENCER IMPORTING CO.**

163 Greenwich Street, New York City

**SCHWARZ LABORATORIES**  
CHEMISTS BIOLOGISTS CONSULTANTS

*113 Hudson St., New York City*

*Specialists in the Chemistry of Chocolate and Cocoa Products  
and in the Problems of the Confectionery Industry*

Examination of Food Products, Gelatins,  
Flavors, Coloring Matter and Extracts.

TELEPHONE WALKER 5648

**FOR YOUR QUALITY CANDIES**

Use

**BACHMAN'S**

Milk Coatings      Vanilla Coatings  
Liquors              Cocoa

May we send you samples?

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BACHMAN CHOCOLATE MANUFACTURING CO.

MT. JOY, PENN.

**INDUSTRIAL CHEMICAL INSTITUTE OF MILWAUKEE**  
200-210 Pleasant Street, Milwaukee, Wisconsin

*We Analyze*

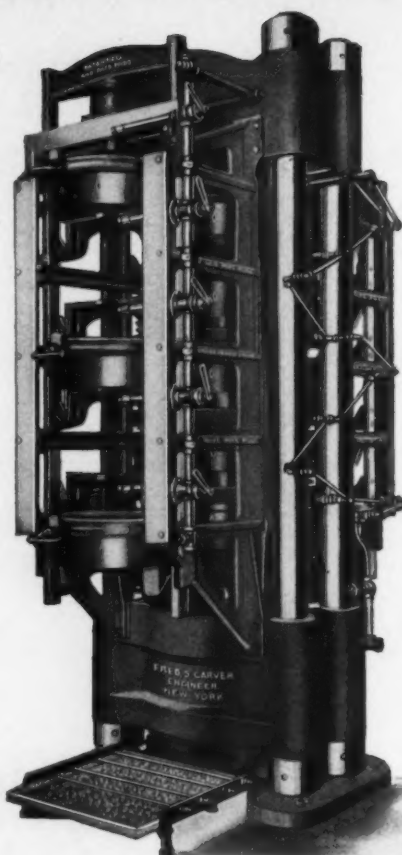
Any raw material or finished product of the candy and confectionery trade. Expert advice.

## CARVER ACCUMULATOR SYSTEM

FOR  
OPERATING  
COCOA PRESSES

GREATLY INCREASES  
THE OUTPUT OF  
COCOA PRESSES

PRACTICALLY ALL  
THE LARGEST  
CHOCOLATE  
FACTORIES IN U. S.  
NOW EQUIPPED  
WITH OUR SYSTEM



## CARVER COCOA PRESSES

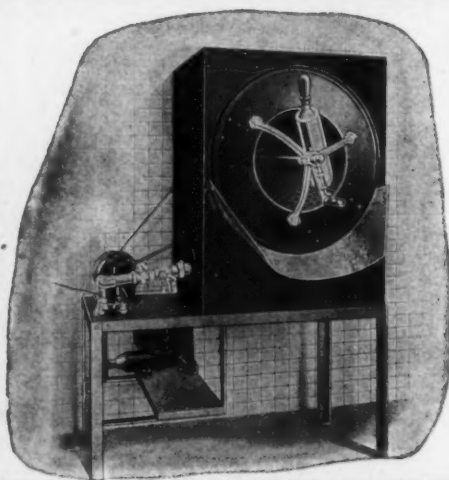
EQUIPPED WITH  
MECHANICAL  
FILLING SYSTEM,  
AUTOMATIC  
SEALING DEVICE AND  
CAKE EJECTORS

THESE ARE EXCLUSIVE  
FEATURES IN OUR  
MACHINES

COVERED BY PATENTS  
ALLOWED AND PENDING  
IN THE UNITED STATES  
AND FOREIGN COUNTRIES

GLAD TO SEND CATALOG  
FRED S. CARVER  
ENGINEER

8 West 40th Street NEW YORK



## Greater Economy—More Profit Quicker Turnover and Sales

*Kingery*

POPCORN POPPERS  
and PEANUT ROASTERS

No. 58 Rotary Popcorn Popper—used by most big candy manufacturers as an important adjunct to their business. One of the most economical to operate. Guaranteed lowest gas and electrical consumption. The blower attachment saves at least one-fourth of the amount of gas and labor usually consumed in popping. Pops 2½ pounds of raw corn at one popping, producing 12 bushels of popped corn per hour.

Used by Shotwell Mfg. Co., Chicago; Beechnut Packing Co., Rochester, N. Y.; Maple Crispette, Ltd., Montreal, Canada, and hundreds of others.

See Our Exhibit in the Wrigley Building

### Read What "The Nut House" Says:

Chicago, Ill.  
Kingery Mfg. Co., Cincinnati, Ohio.  
Gentlemen: This is to confirm our telegram of May 19th in which we requested that you enter an order for one No. 407 Peanut Roaster as per your letter of May 12th. We desire that you make the shipment of this Roaster on August 1st and place the order with you in plenty of time so that there would be no doubt as to your shipping promptly on that date. We have three of your No. 407 Roasters running now of this size and they are giving very good satisfaction.

Yours truly,

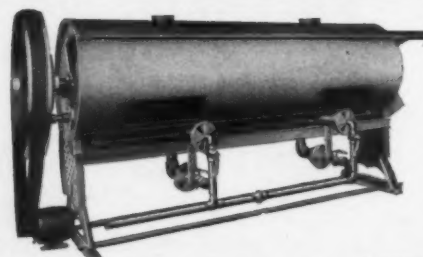
THE KELLING-KAREL CO.,  
"The Nut House,"

No. 407 Peanut Roaster—a wonderful machine for quick, efficient roasting. Five bushels of peanuts in the shell or 200 pounds of shelled nuts at one roasting. In this machine, the roasting cylinder is given additional length, permitting the peanuts to spread over a greater surface and wider range of fire in order to produce a more even roast than can be obtained in other more compact machines.

Uses 70 cu. ft. of gas per hour; ¾ h. p. motor; shaft on roller bearings, reducing friction to a minimum.

Write for FREE illustrated catalog showing hundreds of different styles

**KINGERY MFG. CO.**



Dept. C M

Cincinnati, O.

Established  
1876



## LA CELLOPHANE

(Reg. U. S. Pat. Off.)

"The peerless package wrapping paper"

—1910—

Good standing  
is evolved from  
services well and  
consistently per-  
formed.

—1922—

FRANZ EULER & CO.

173 LAFAYETTE STREET  
NEW YORK



CXC Lemon CXC Orange  
CXC Limes CXC Pomelo  
(Grapefruit)

These Flavor-Concentrates have been  
used by makers of Quality Confections  
for nearly 40 years—

BECAUSE

Confections carrying these natural fruit  
Flavors win pleased customers—

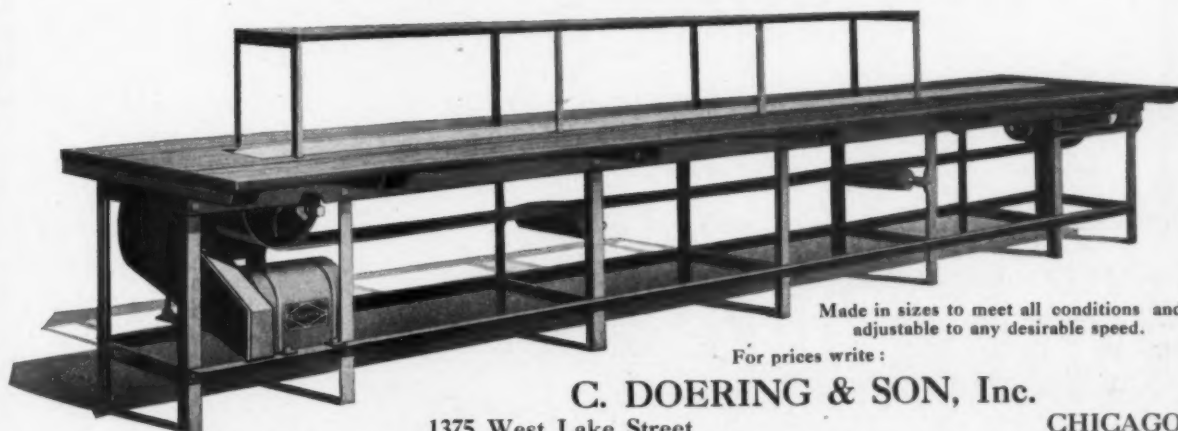
ECONOMICALLY.

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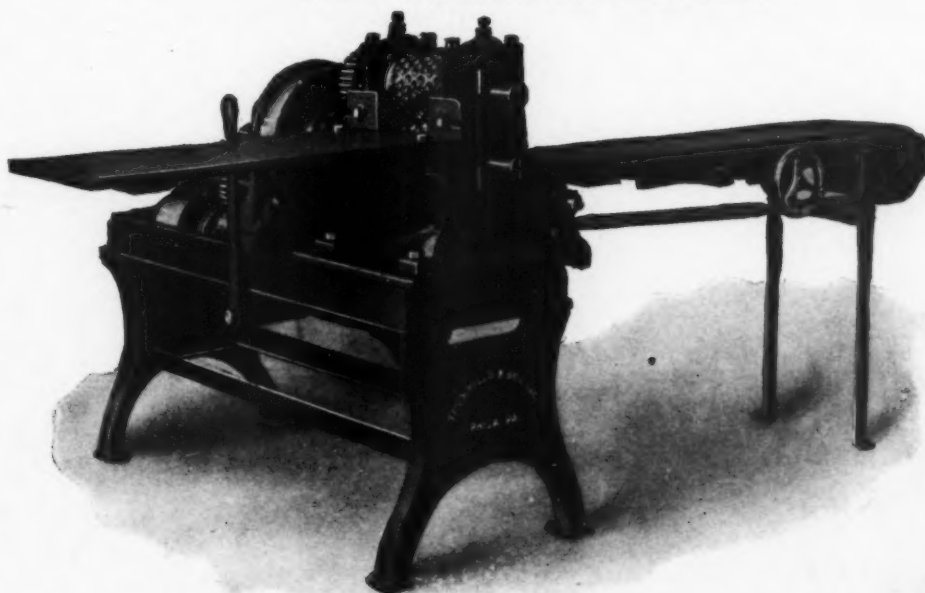
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FOR SALE—1 200-lb. BURKHARD Vacuum Pan, Melting Kettle and Pump complete; 1 5-ft. Wood Stick Candy Batch Roller; 1 No. 200 Mills Power Drop Machine; 3 pairs Brass Rollers for same; 1 50-gal. Tilting Burkhard Steam Kettle. All in A-1 condition. Smith & Son, Inc., White River Junction, Vermont.

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WANTED—A CHOCOLATE DIPPING machine or enrober, must be in A-1 condition. Address D222, c/o The Candy Manufacturer.

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WANTED—5 FT. BALL BEATER, direct drive motor attached; stirring machine, chocolate coating machine, caramel sizing machine, caramel cutter. Brown's Confectionery Co., 3916 Powelton Ave., Philadelphia, Pa.

WANTED—TO BUY A KILGREN Stringer. Address E230, c/o The Candy Manufacturer.

WANTED—KISS WRAPPING Machine. S. W. Trick, Benton Harbor, Mich.

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#### HELP WANTED

WANTED—EXPERIENCED FORE-lady. Must be thoroughly familiar with enrober and hand dipping. Give references. Address E225, c/o The Candy Manufacturer.

WANTED—PAN MAN, ONE WHO IS capable of taking charge of a pan department. Belmont Candy Company, Memphis, Tenn.

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WANTED—PRACTICAL SUPERINTENDENT to take charge of the manufacturing end of our business. The man who secures this position must convince us of his ability to handle the help under him, as well as secure satisfactory results along manufacturing and productive lines. Do not answer this ad unless you are thoroughly capable. Submit the names of present and past employers, covering a period of at least five years. Also advise us regarding your ideas of compensation. Halligan Candy Co., Davenport, Iowa.

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**Subject.**—Select your own subject on any phase of candy factory management which will come under the general subject of "Production."

**Length of Article.**—Manuscripts should be not more than 2,500 words or less than 1,000.

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When submitting manuscript kindly state your experience—a short biographical sketch, that we may know the extent of your practical training, for our own information only. (A card record is being kept in our files of all candy superintendents, foremen and practical men of our industry.)

The identity of the writer will be held strictly confidential if requested.

Do not put your name on your manuscript, because the judges will pass judgment on the articles without any knowledge of their source.

The judges and the prizes will be announced in next issue.

It is understood that the manuscripts may be published in subsequent issues of **THE CANDY MANUFACTURER** with or without the writer's name, as desired.

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Please advise us your opinion of this plan with any suggestions you have, and the subject of your article. We would like to know the names and approximately the number of superintendents and others who are preparing articles to be entered in this contest.

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